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The Society of the
Plastics Industry, Inc.

SPI

# Financial And Operating Ratios

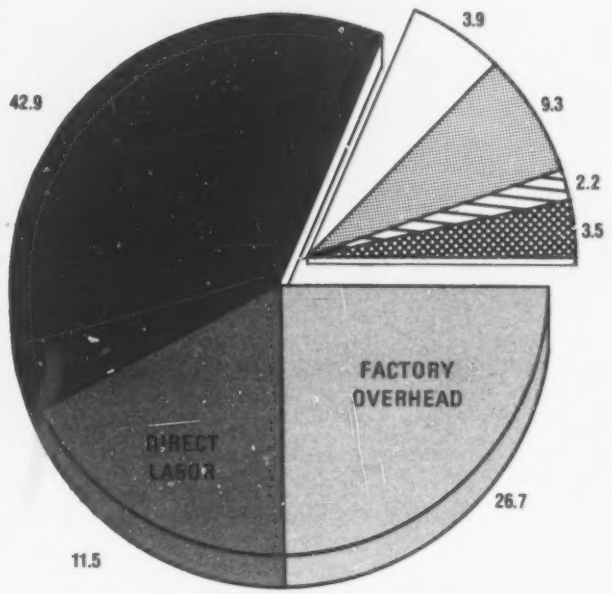
Survey No. 23
1984

# Plastics Processing Companies

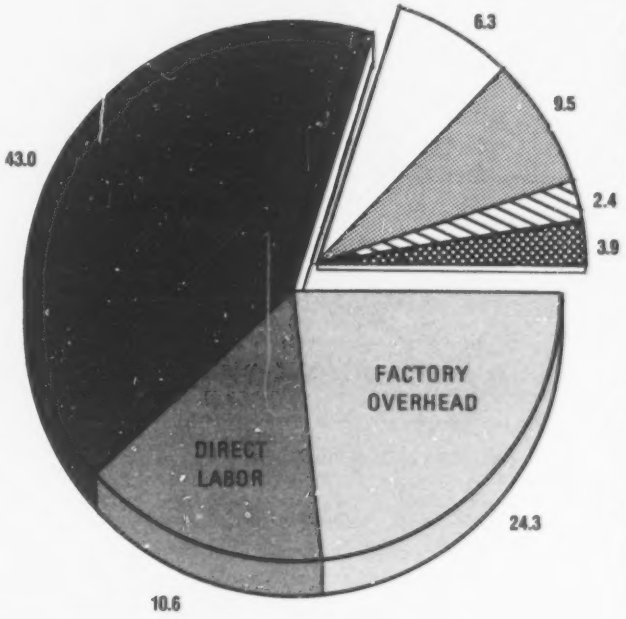
SPONSORED BY THE FINANCIAL MANAGEMENT COMMITTEE OF SPI

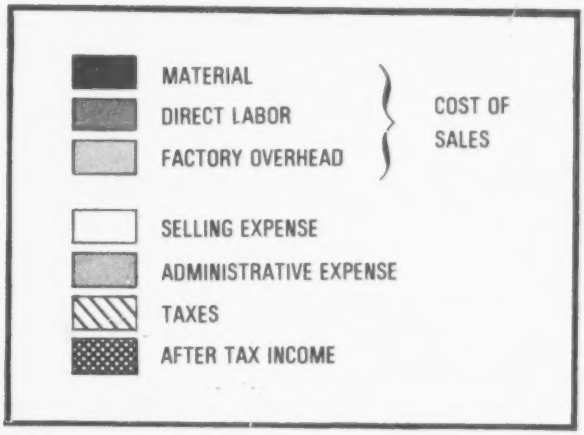
# DISTRIBUTION OF SALES DOLLAR SUMMARY

## *CUSTOM*
**(Percent)**

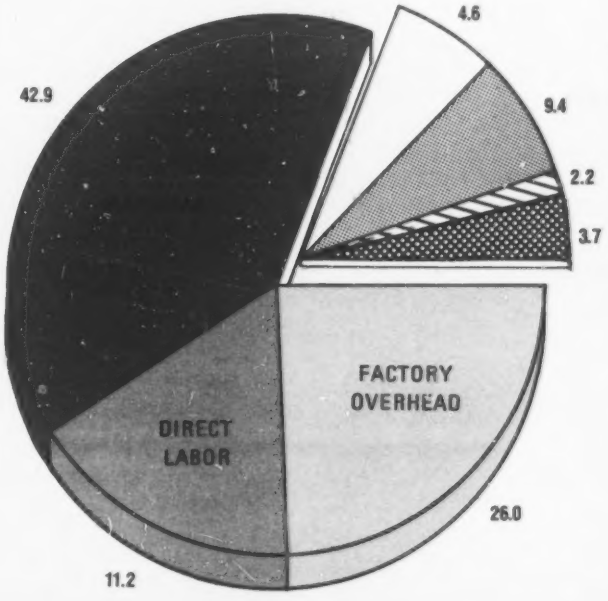



## *PROPRIETARY*
**(Percent)**




## *INDUSTRY*
**(Percent)**




These charts summarize the distribution of the sales dollar for custom processors, proprietary processors and the industry.

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# FINANCIAL AND OPERATING RATIOS

## SURVEY NO. 23 • 1984

## PLASTIC PROCESSING COMPANIES

FINANCIAL MANAGEMENT COMMITTEE
THE SOCIETY OF THE PLASTICS INDUSTRY, INC.
355 LEXINGTON AVENUE, NEW YORK, N.Y. 10017

## HOW TO ORDER

All orders for Financial and Operating Ratios Survey No. 23 (1984) should be directed to the Literature Sales Department, The Society of the Plastics Industry, Inc., 355 Lexington Avenue, New York, NY 10017. Checks made payable to SPI must accompany all orders. Price $50.00 per copy for SPI members and $100 per copy for non-members.

Release Date: June 30, 1985

## ABOUT THE FINANCIAL MANAGEMENT COMMITTEE...

The Financial Management Committee is comprised of executives from over seventy-five plastics processing firms located throughout the United States. Each representative has an extensive background in finance, management and manufacturing. The group meets regularly during the year to discuss industry problems and monitor the various survey programs.

At present, the Committee conducts annual and biennial surveys among the Society's plastics processing companies. They regularly sponsor a Financial and Operating Ratios Survey, a Salary Survey and a Labor Survey.

Besides the survey work, this group also sponsors workshops, conducts seminars and runs conferences for other Operating Units of the Society.

For more information on how to become an active member of this important Committee, write to the Staff Director, Financial Management Committee, The Society of the Plastics Industry, Inc., 355 Lexington Avenue, New York, N.Y. 100017.

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# HIGHLIGHTS

The 1984 Financial and Operating Ratios Survey reflects the information submitted by 188 participants. As in the 1983 survey, data for three sales groups are presented—less than $5 million, $5 to $10, and over $10 million. For each sales group, information is given for the industry as a whole, custom processors and proprietary processors. In addition, separate tables are shown for four types of custom processors—injection, compression and reinforced, extrusion and other. There were insufficient returns to permit a similar analysis for proprietary processors. Information on six end-use groups is also presented: appliances, construction, electronics, medical, packaging and transportation.

All participants are classified by major activity. In each table operating statements, balance sheets and several ratios are presented for all firms, firms with net profits before taxes above the average and firms with net profits before taxes below the average. This information will enable you to compare your performances with the three groups and possibly indicate how you might improve your own performance. Each table states, in a footnote, how above and below average performance was determined. All the numbers reported in the statements and ratios are medians.

When substantial portions of a firm's operations are devoted to more than one activity—30 per cent or more—the first is classified under each such activity. As a result of these multiple classifications the number of processed reports increased to 241.

Some of the findings of the 1984 Survey are reported below:

(a) Industry sales increased by 20.9 percent between 1983-84 compared to 12.8 per cent between 1982-83. The largest increase, 24.1 per cent, occurred among firms with sales of less than $5 million.

Sales of proprietary processors increased by 18.9 per cent between 1983-84 compared to 10.9 per cent between 1982-83. The largest increase, 24.2 per cent, occurred among firms with sales less than $5 million.

Sales of custom processors increased by 20.7 per cent between 1983-84. Again, the smallest firms had the largest increase, 22.7 per cent.

(b) The pretax net income to sales ratio for the industry improved in 1984, being 5.9 per cent compared to 4.9 per cent in 1983 and 3.8 per cent in 1982. There was a similar improvement for proprietary firms with a 6.3 per cent return in 1984 compared to 5.2 per cent in 1983 and 5.0 per cent in 1982. Custom processors also had higher returns in 1984, going to 5.5 per cent compared to 4.7 per cent in 1983 and 3.1 per cent in 1982.

(c) The increases in all cases mainly reflect the sizeable decreases in selling expense between 1983 and 1984.

(d) The average collection period decreased between 1983-84 for all types of processors, reversing the upward trend between 1982-83. For example, the average collection period for customs firms with sales of more than $10 million decreased to 44.2 days in 1984 from 54.3 days in 1983. Similarly the decrease for proprietary firms in the same sales group was from 53.4 days in 1983 to only 43.0 days in 1984.

I Liquidity ratios which test the short-term financial position.

a. Current Ratio: $\frac{\text{Current Assets}}{\text{Current Liabilities}}$ is a rough indication of a firm's ability to meet its immediate obligations. Composition and quality of the assets are as important as the absolute ratio.

b. The Quick Ratio: $\frac{\text{Cash \& Equivalents + Receivables,}}{\text{Current Liabilities}}$ is a more conservative measure of liquidity. A value of unity means that all current obligations can be met without having to convert any inventory to sales.

c. The Average Collection Period: $\frac{\text{Receivables} \times 365,}{\text{Annual Sales}}$ shows the mean time to collect from customers. When compared with standard terms, delinquency rates can be calculated. Since this measure compares receivables one day with sales for the entire year, it is subject to wide seasonal fluctuations. Individual company data should be averaged if seasonal effects are substantial.

d. The Number of Days Supply: $\frac{\text{Total Inventory} \times 365,}{\text{Annual Cost of Sales}}$ measures the effectiveness of the firm's inventory management.

II Coverage Ratios which measure ability to service debt.

a. EBIT/Interest. $\frac{\text{Profit Before Income Taxes + Interest Paid,}}{\text{Interest Paid}}$ is a measure of a firm's ability to meet interest payments on its debt. A high ratio indicates little difficulty in meeting such obligations, and an ability to handle more debt.

b. Cash Flow/Current Maturities:

$\frac{\text{Profit After Income Taxes + Depreciation \& Amortization,}}{\text{Current Portion of Long Term Debt}}$ measures the firm's ability to handle the retirement of its term debt.

Although all cash is not available for debt service, it is perhaps the highest priority use, and a ratio less than unity would be cause for concern.

III Leverage ratios measure the vulnerability of a firm during business downturns as well as potentially favorable tax consequences during periods of high volume.

a. Debt/Worth: $\frac{\text{Total Liabilities}}{\text{Net Worth}}$ expresses the degree of protection for the creditors provided by the owners of the firm. A ratio of unity indicates a reasonable balance between long-term financial safety and aggressive application of the firm's resources.

b. Fixed/Worth: $\frac{\text{Net Fixed Assets,}}{\text{Net Worth}}$ measures the extent to which equity capital has been invested in plant and equipment. The presence of leased assets, not shown on the Balance Sheet may alter the implication of this ratio substantially.

IV Operating ratios measure the performance of management.

a. $\frac{\text{Profit Before Taxes}}{\text{Net Worth}} \times 100$ expresses the return on equity capital employed in the business.

b. $\frac{\text{Profit Before Taxes}}{\text{Total Assets}} \times 100$ expresses the return on all the resources available to management.

## NUMBER OF FIRMS*

| TYPE | CUSTOM MOLDERS & PROCESSORS | | | | PROPRIETARY MOLDERS & PROCESSORS | | | | All Processors |
|---|---|---|---|---|---|---|---|---|---|
| | Sales Less Than $5 Million | Sales $5 Million-$10 Million | Sales $10 Million and Over | Total | Sales Less Than $5 Million | Sales $5 Million-$10 Million | Sales $10 Million and Over | Total | |
| INJECTION | 29 | 12 | 14 | 55 | 6 | 5 | 8 | 19 | 74 |
| COMPRESSION | 6 | 3 | 9 | 18 | – | 3 | 3 | 6 | 24 |
| REINFORCED | 6 | 4 | 4 | 14 | 4 | 3 | 3 | 10 | 24 |
| EXTRUSION | 8 | 12 | 9 | 29 | 5 | 6 | 6 | 17 | 46 |
| OTHER | 20 | 10 | 17 | 47 | 14 | 5 | 7 | 26 | 73 |
| TOTAL | 69 | 41 | 53 | 163 | 29 | 22 | 27 | 78 | 241 |

## NUMBER OF EMPLOYEES
## 1984

| NUMBER OF EMPLOYEES | CUSTOM | | | | PROPRIETARY | | | | BOTH | | | | INDUSTRY | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | I[a] | II[b] | III[c] | Total | I | II | III | Total | I | II | III | Total | I | II | III | Total |
| 0 — 49 | 32 | 3 | — | 35 | 12 | 1 | — | 13 | 7 | — | — | 7 | 51 | 4 | — | 55 |
| 50 — 99 | 25 | 7 | 1 | 33 | 4 | 2 | 1 | 7 | 3 | 5 | — | 8 | 32 | 14 | 2 | 48 |
| 100 — 149 | 4 | 13 | 1 | 18 | — | 3 | — | 3 | — | 4 | 2 | 6 | 4 | 20 | 3 | 27 |
| 150 — 199 | — | 3 | 4 | 7 | — | 1 | 4 | 5 | — | 1 | 3 | 4 | — | 5 | 11 | 16 |
| 200 — 299 | — | 1 | 6 | 7 | — | — | 4 | 4 | — | — | — | — | — | 1 | 10 | 11 |
| 300 — 399 | — | — | 5 | 5 | — | — | — | — | — | — | — | — | — | — | 5 | 5 |
| 400 — 500 | — | — | 3 | 3 | — | — | — | — | — | — | 2 | 2 | — | — | 5 | 5 |
| 500 and over | — | — | 8 | 8 | — | — | 1 | 1 | — | — | 2 | 2 | — | — | 11 | 11 |
| Total | 61 | 27 | 28 | 116 | 16 | 7 | 10 | 33 | 10 | 10 | 9 | 29 | 87 | 44 | 47 | 178 |
| Total Employees | 3,054 | 2,930 | 12,671 | 18,655 | 535 | 705 | 2,766 | 4,006 | 424 | 1,017 | 3,057 | 4,498 | 4,013 | 4,652 | 18,494 | 27,159 |

a) I—Sales less than $5 Million
b) II—Sales $5 Million to $10 Million
c) III—Sales $10 Million or more
d) 10 firms did not report

## GEOGRAPHICAL DISTRIBUTION OF RESPONDING FIRMS

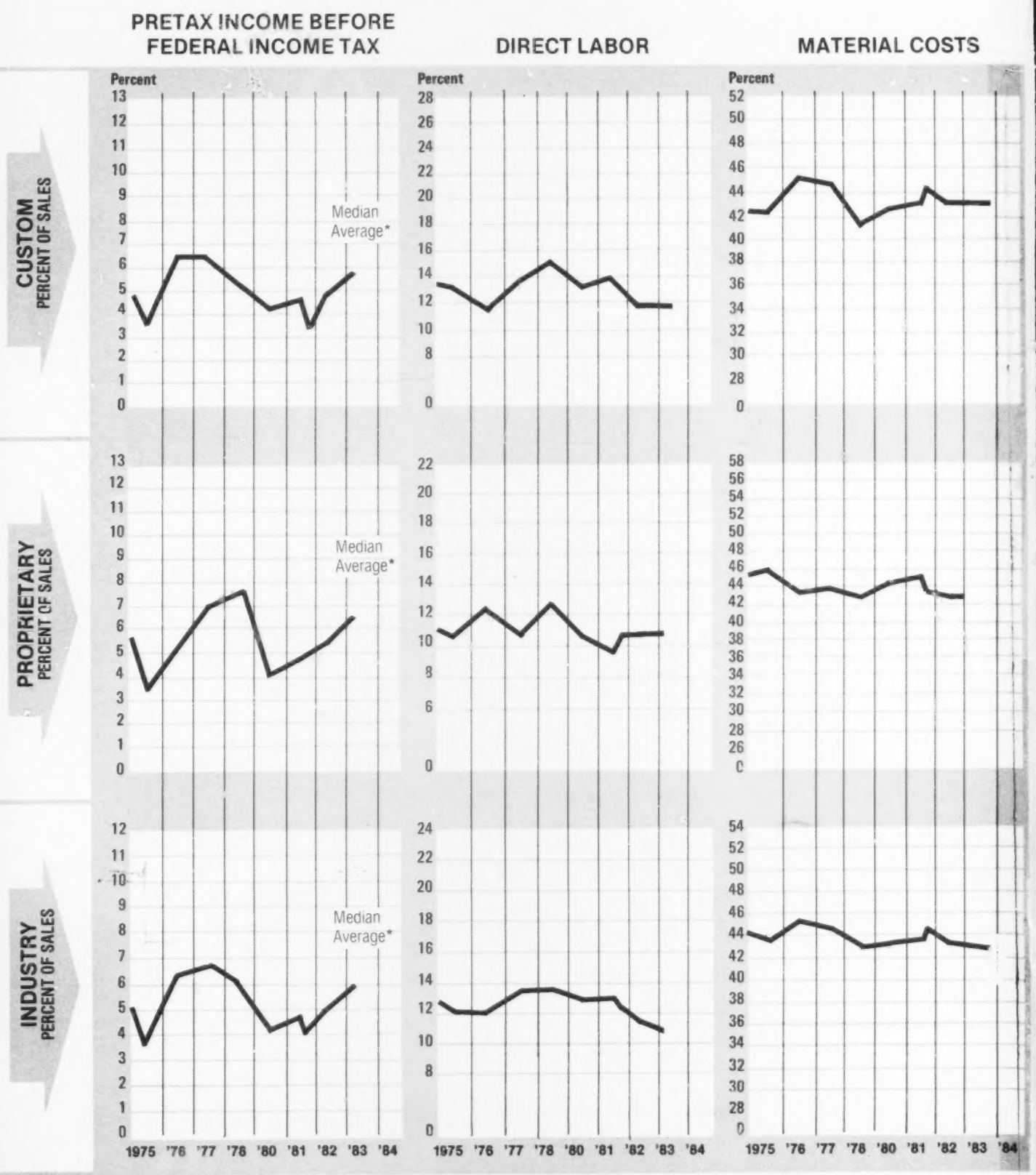
| REGION | STATE | TOTAL | REGION | STATE | TOTAL |
|---|---|---|---|---|---|
| 1 | CONNECTICUT | 5 | 6 | OHIO (Cincinnati-Dayton) | 8 |
| | MASSACHUSETTS | 6 | | TOTAL | 8 |
| | VERMONT | 1 | 7 | ILLINOIS (Chicago Area) | 4 |
| | TOTAL | 12 | | TOTAL | 4 |
| 2 | NEW JERSEY (Northern) | 2 | 8 | IOWA | 1 |
| | NEW YORK | 2 | | MINNESOTA | 9 |
| | TOTAL | 4 | | MISSOURI | 6 |
| 3 | DELAWARE | 2 | | NEBRASKA | 1 |
| | NEW JERSEY (Lower) | 8 | | TOTAL | 17 |
| | NEW YORK | 6 | 9 | ARKANSAS | 1 |
| | PENNSYLVANIA | 10 | | OKLAHOMA | 2 |
| | TOTAL | 26 | | TEXAS | 12 |
| 4 | FLORIDA | 2 | | TOTAL | 15 |
| | KENTUCKY | 1 | 10 | COLORADO | 1 |
| | NORTH CAROLINA | 4 | | MONTANA | 1 |
| | SOUTH CAROLINA | 3 | | TOTAL | 2 |
| | TENNESSEE | 4 | 11 | OREGON | 4 |
| | VIRGINIA | 3 | | WASHINGTON | 2 |
| | WEST VIRGINIA | 1 | | TOTAL | 6 |
| | TOTAL | 18 | 12 | NORTH CALIFORNIA | 1 |
| 5 | ILLINOIS (Excluding Chicago) | 4 | | TOTAL | 1 |
| | INDIANA | 9 | 13 | SOUTHERN CALIFORNIA | 14 |
| | MICHIGAN | 15 | | TOTAL | 14 |
| | OHIO (Excluding Cincinnati-Dayton) | 21 | | HAWAII | 1 |
| | WISCONSIN | 10 | | CANADA | 1 |
| | TOTAL | 59 | | **GRAND TOTAL** | 188 |

## BASIS ON WHICH RATIOS WERE REPORTED

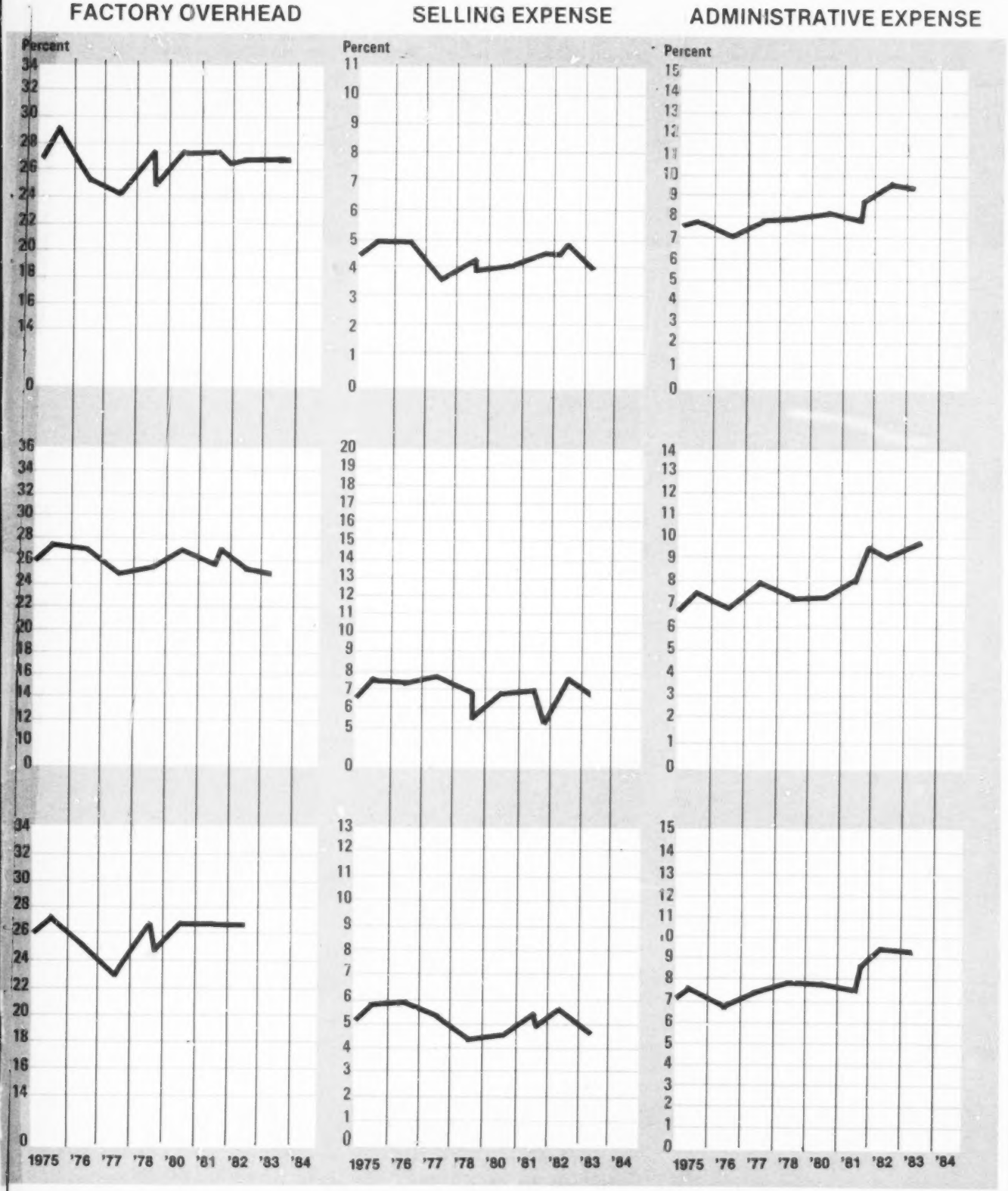
| BASIS | NO. OF RESPONSES |
|---|---|
| CALENDAR YEAR | 94 |
| JANUARY | 1 |
| FEBRUARY | 1 |
| MARCH | 5 |
| APRIL | 4 |
| MAY | 1 |
| JUNE | 25 |
| JULY | 11 |
| AUGUST | 8 |
| SEPTEMBER | 24 |
| OCTOBER | 9 |
| NOVEMBER | 4 |
| TOTAL | 187* |

*Firm did not report

## *TRENDS IN PROFITS AND COSTS FOR PERIOD 1975 - 1984*




Average* — Half of the firms reporting had ratios above this line and half below this line.


FACTORY OVERHEAD
SELLING EXPENSE
ADMINISTRATIVE EXPENSE
Percent
1975 '76 '77 '78 '80 '81 '82 '83 '84

## PERCENTAGE CHANGE IN NET SALES
1983-1984

| PERCENT | CUSTOM | | | | PROPRIETARY | | | | INDUSTRY | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Less Than $5 Million | $5 Million-$10 Million | $10 Million or More | Total | Less Than $5 Million | $5 Million-$10 Million | $10 Million or More | Total | Less Than $5 Million | $5 Million-$10 Million | $10 Million or More | Total |
| —10 or less | 8 | 3 | — | 11 | 1 | 1 | — | 2 | 9 | 4 | — | 13 |
| 0 to — 9.9 | 5 | 2 | 1 | 8 | 2 | — | 1 | 3 | 7 | 2 | 2 | 11 |
| 0 to 9.9 | 8 | 4 | 10 | 22 | 4 | 4 | 4 | 12 | 12 | 8 | 14 | 34 |
| 10 to 19.9 | 5 | 11 | 10 | 26 | 4 | 5 | 8 | 17 | 9 | 16 | 18 | 43 |
| 20 to 29.9 | 13 | 7 | 7 | 27 | 3 | 4 | 6 | 13 | 16 | 11 | 13 | 40 |
| 30 to 39.9 | 9 | 4 | 6 | 19 | 7 | 3 | 2 | 12 | 16 | 7 | 8 | 31 |
| 40 or more | 19 | 8 | 7 | 34 | 5 | 1 | 2 | 8 | 24 | 9 | 9 | 42 |
| TOTAL | 67 | 39 | 41 | 147 | 26 | 18 | 23 | 67 | 93 | 57 | 64 | 214 |
| MEDIAN CHANGE | 22.7 | 19.2 | 19.0 | 20.7 | 24.2 | 18.9 | 18.6 | 18.9 | 24.1 | 19.0 | 18.9 | 20.0 |
| MEDIAN CHANGE 1982-83 | 12.0 | 5.8 | 19.2 | 13.5 | 14.7 | 0.5 | 12.5 | 10.9 | 12.3 | 5.6 | 13.7 | 12.5 |

## COMPARISON ON PROFIT BEFORE TAXES 1983-84 FOR INDUSTRY GROUPS
(in percent)

| GROUP | SALES LESS THAN $5 MILLION | | SALES $5 MILLION OR MORE | |
|---|---|---|---|---|
| | 1984 | 1983 | 1984 | 1983 |
| INDUSTRY | 4.6 | 4.7 | 7.1 | 5.2 |
| PROPRIETARY | 4.6 | 4.2 | 7.4 | 5.7 |
| CUSTOM | 4.2 | 4.7 | 7.1 | 4.6 |
| INJECTION | 3.2 | 4.4 | 7.3 | 5.2 |
| COMPRESSION & REINFORCED | 4.9 | 3.5 | 6.6 | 3.6 |
| EXTRUSION | 3.6 | 4.3 | 6.4 | 5.4 |
| OTHER PROCESS TYPES | 5.0 | 4.9 | 5.6 | 4.7 |

## PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

## CUSTOM PROCESSORS BY SALES GROUPS

| SALES $10 MILLION OR MORE | | | Operating Statements | SALES $10 MILLION OR MORE | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | |
| 2.0 | 1.7 | 1.3 | Freight Out & Warehousing | 1.2 | 1.0 | 0.7 |
| 2.6 | 2.3 | 1.9 | Direct Packaging & Shipping Supplies | 3.1 | 2.5 | 1.9 |
| 38.6 | 40.1 | 42.3 | Direct Materials | 38.8 | 42.2 | 45.8 |
| 13.3 | 11.2 | 9.8 | Direct Labor | 13.1 | 11.4 | 10.0 |
| 9.2 | 9.5 | 9.9 | Indirect Labor | 9.5 | 9.8 | 10.1 |
| 3.6 | 3.3 | 2.9 | Utilities | 3.6 | 3.3 | 3.0 |
| 8.9 | 6.1 | 4.0 | Other Variable Mfg. Expense | 9.1 | 6.6 | 4.2 |
| 3.3 | 3.0 | 2.8 | Depreciation Expense | 2.7 | 2.7 | 2.7 |
| 0.6 | 0.5 | 0.5 | Lease Expense | 0.6 | 0.5 | 0.5 |
| 1.0 | 1.0 | 0.9 | Other Fixed Mfg. Expense | 1.0 | 0.9 | 0.8 |
| 0.3 | 0.2 | 0.1 | Net on Tool Transactions | (0.1) | 0.1 | 0.1 |
| 2.0 | 1.6 | 1.2 | Sales Commissions | 1.9 | 1.4 | 1.0 |
| 2.9 | 3.7 | 4.6 | Other Sales Expense | 2.1 | 2.2 | 2.5 |
| 5.9 | 5.4 | 4.9 | Administrative Expense | 6.1 | 5.3 | 4.7 |
| 1.2 | 1.1 | 1.0 | Engineering Expense | 1.4 | 1.1 | 0.8 |
| 0.3 | 0.6 | 0.8 | Research & Development Expense | 1.3 | 1.2 | 1.0 |
| 4.3 | 8.7 | 11.1 | Operating Earnings | 4.6 | 7.8 | 10.2 |
| 1.8 | 1.3 | 0.6 | Interest | 1.8 | 0.3 | 0.2 |
| (0.2) | (0.1) | (0.1) | Misc. (Income) or Expense | 0.1 | (0.1) | (0.1) |
| 2.7 | 7.5 | 10.6 | Profit Before Income Taxes | 2.7 | 7.6 | 10.1 |
| 0.7 | 2.9 | 4.0 | Federal Income Tax | 0.7 | 2.9 | 3.8 |
| 0.2 | 0.3 | 0.6 | Other Income Taxes | 0.2 | 0.3 | 0.4 |
| 1.8 | 4.3 | 6.0 | PROFIT AFTER INCOME TAXES | 1.8 | 4.4 | 5.9 |
| 190.0% | 186.3% | 182.6% | Sales as Percentage of Total Assets | 209.1% | 199.1% | 189.0% |
| | | | **Balance Sheets** | | | |
| 0.9 | 2.0 | 2.5 | Cash & Equivalents | 0.7 | 2.5 | 4.3 |
| 22.9 | 23.1 | 23.8 | Accounts & Notes Receivable | 24.1 | 24.1 | 24.0 |
| 8.4 | 7.9 | 7.3 | Raw Material Inventory | 8.6 | 8.0 | 7.4 |
| 3.3 | 2.9 | 2.5 | Work in Process Inventory | 3.4 | 3.3 | 3.3 |
| 7.9 | 9.9 | 11.8 | Finished Goods Inventory | 5.2 | 7.5 | 9.9 |
| 4.1 | 3.0 | 1.8 | LIFO Reserve | 2.9 | 2.5 | 2.1 |
| 1.2 | 0.8 | 0.3 | Packaging & Shipping Supplies | 1.2 | 0.8 | 0.3 |
| 2.0 | 1.4 | 0.8 | Other Current Assets | 2.1 | 1.5 | 1.0 |
| 42.5 | 45.0 | 47.2 | CURRENT ASSETS | 42.4 | 45.2 | 48.1 |
| 28.9 | 25.5 | 22.0 | Land & Buildings, at Cost | 32.8 | 25.8 | 18.7 |
| 8.7 | 6.9 | 5.1 | Depreciation Reserve | 8.6 | 6.5 | 4.5 |
| 65.9 | 62.8 | 58.4 | Machinery & Equipment, at Cost | 68.9 | 63.2 | 57.7 |
| 33.4 | 29.9 | 24.9 | Depreciation Reserve | 39.3 | 31.8 | 24.3 |
| 3.6 | 4.3 | 5.1 | Molds, Tools, & Dies, at Cost | 2.8 | 3.9 | 4.9 |
| 2.2 | 3.0 | 3.7 | Depreciation Reserve | 2.2 | 3.0 | 3.7 |
| 3.4 | 2.2 | 1.0 | Other Long-Term Assets | 3.2 | 3.2 | 3.1 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 5.4 | 3.5 | 1.4 | Current Portion of Term Debt | 5.4 | 3.4 | 1.3 |
| 6.7 | 6.0 | 7.1 | Notes Payable | 7.0 | 8.2 | 9.3 |
| 10.8 | 9.7 | 8.6 | Accounts Payable, Trade | 11.4 | 10.9 | 10.5 |
| 6.3 | 6.5 | 6.6 | Other Payables & Accruals | 7.4 | 7.1 | 6.8 |
| 2.3 | 4.2 | 6.1 | Provision for Income Taxes | 1.8 | 2.2 | 2.6 |
| 31.5 | 30.8 | 29.8 | CURRENT LIABILITIES | 33.0 | 31.8 | 30.5 |
| 10.2 | 8.2 | 6.1 | Real Estate Mortgages | 9.8 | 7.9 | 5.9 |
| 13.7 | 10.5 | 7.4 | Other Long-Term Debt | 13.5 | 10.0 | 6.4 |
| 55.4 | 49.5 | 43.3 | TOTAL LIABILITIES | 56.3 | 49.7 | 42.8 |
| 44.6 | 50.5 | 56.7 | EQUITY (NET WORTH) | 43.7 | 50.3 | 57.2 |
| | | | **Statistical Data** | | | |
| $66,700 | $75,850 | $85,000 | Net Sales/Number of All Employees | $62,000 | $75,250 | $88,550 |
| 55.0% | 59.7% | 64.3% | Prod. Man Hrs./Available Mach. Hrs. | 54.3% | 59.2% | 64.0% |
| $36.21 | $41.86 | $47.50 | Net Sales/All Employees Man Hours | $30.56 | $38.00 | $45.34 |
| 302.3% | 330.7% | 359.0% | Net Sales/Total Employment Costs | 277.5% | 317.9% | 358.3% |
| $44.96 | $58.48 | $72.00 | Net Sales/Production Worker Man Hrs | $41.98 | $47.09 | $52.19 |
| 492.5% | 535.2% | 577.8% | Net Sales/Prod. Worker Emp. Costs | 461.4% | 485.7% | 510.0% |
| $1.26 | $1.07 | $.88 | Net Sales—Cost of Matls./lbs. Proc. | $1.49 | $1.18 | $.86 |
| $.31 | $.26 | $.20 | Total Mfg. Payroll/lbs. Processed | $.58 | $.40 | $.21 |
| 17.0% | 18.9% | 25.2% | Percent Change in Sales, '84 vs '83 | 17.2% | 19.0% | 23.4% |
| 35.8 | 44.1 | 51.0 | Cost of Sales/Inventory | 30.2 | 36.9 | 44.8 |
| 44.0 | 45.3 | 47.6 | Average Collection Period | 42.1 | 44.2 | 46.3 |
| 5.1% | 14.0% | 19.4% | Profit Before Income Taxes/Assets | 5.6% | 15.1% | 19.1% |
| 3.5% | 9.8% | 14.3% | Profit Before Income Taxes/Gross Assets | 3.7% | 10.5% | 14.2% |
| 7.7% | 10.4% | 12.2% | Cash Return/Gross Assets | 7.4% | 10.2% | 12.2% |
| 7.7% | 15.9% | 19.3% | Net Income/Equity | 8.6% | 17.4% | 19.5% |
| $.82 | $.62 | $.47 | Processing Costs*/lbs. Processed | $.97 | $.72 | $.50 |

Average (Median) PBIT — Industry: 7.5% — Custom: 7.5%

| SALES $10 MILLION OR MORE | | | | SALES $10 MILLION OR MORE | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | Operating Statements | | | |
| 100.0 | 100.0 | 100.0 | Net Sales | | | |
| 3.4 | 2.8 | 2.2 | Freight Out & Warehousing | | | |
| 2.0 | 2.0 | 2.0 | Direct Packaging & Shipping Supplies | | | |
| 38.0 | 38.5 | 39.3 | Direct Materials | | | |
| 13.5 | 11.0 | 8.6 | Direct Labor | | | |
| 9.2 | 7.7 | 6.3 | Indirect Labor | | | |
| 3.6 | 3.4 | 2.7 | Utilities | | | |
| 7.7 | 5.6 | 3.6 | Other Variable Mfg. Expense | | | |
| 3.9 | 3.4 | 2.9 | Depreciation Expense | | | |
| 0.7 | 0.6 | 0.4 | Lease Expense | | | |
| 1.0 | 1.3 | 1.7 | Other Fixed Mfg. Expense | | | |
| 0.3 | 0.2 | 0.1 | Net on Tool Transactions | | | |
| 2.4 | 1.8 | 1.2 | Sales Commissions | | | |
| 3.9 | 5.4 | 6.8 | Other Sales Expense | | | |
| 5.1 | 5.6 | 6.0 | Administrative Expense | | | |
| 1.1 | 1.1 | 1.0 | Engineering Expense | | | |
| 0.7 | 0.6 | 0.6 | Research & Development Expense | | | |
| 3.5 | 9.0 | 14.4 | Operating Earnings | | | |
| 2.1 | 1.7 | 1.3 | Interest | | | |
| (0.3) | (0.1) | 0.1 | Misc. (Income) or Expense | | | |
| 1.7 | 7.4 | 13.0 | Profit Before Income Taxes | | | |
| 0.6 | 2.9 | 4.5 | Federal Income Tax | | | |
| 0.0 | 0.3 | 0.6 | Other Income Taxes | | | |
| 1.1 | 4.2 | 7.9 | PROFIT AFTER INCOME TAXES | | | |
| 182.7% | 182.7% | 182.6% | Sales as Percentage of Total Assets | | | |
| | | | **Balance Sheets** | | | |
| 1.3 | 1.9 | 2.5 | Cash & Equivalents | | | |
| 19.5 | 21.5 | 23.5 | Accounts & Notes Receivable | | | |
| 8.3 | 7.7 | 7.2 | Raw Material Inventory | | | |
| 3.1 | 2.5 | 1.8 | Work in Process Inventory | | | |
| 15.1 | 13.8 | 12.5 | Finished Goods Inventory | | | |
| 7.0 | 4.3 | 1.6 | LIFO Reserve | | | |
| 1.3 | 0.9 | 0.4 | Packaging & Shipping Supplies | | | |
| 1.0 | 0.8 | 0.7 | Other Current Assets | | | |
| 42.6 | 44.8 | 47.0 | CURRENT ASSETS | | | |
| 28.1 | 25.1 | 22.1 | Land & Buildings, at Cost | | | |
| 8.8 | 7.1 | 5.3 | Depreciation Reserve | | | |
| 63.5 | 61.7 | 59.8 | Machinery & Equipment, at Cost | | | |
| 32.5 | 29.5 | 26.5 | Depreciation Reserve | | | |
| 6.7 | 6.6 | 6.5 | Molds, Tools, & Dies, at Cost | | | |
| 3.6 | 3.8 | 4.0 | Depreciation Reserve | | | |
| 4.0 | 2.2 | 0.4 | Other Long-Term Assets | | | |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | | | |
| 5.4 | 3.5 | 1.5 | Current Portion of Term Debt | | | |
| 6.3 | 3.6 | 0.8 | Notes Payable | | | |
| 9.7 | 8.4 | 7.1 | Accounts Payable, Trade | | | |
| 6.1 | 6.2 | 6.3 | Other Payables & Accruals | | | |
| 1.8 | 4.8 | 7.8 | Provision for Income Taxes | | | |
| 29.3 | 26.5 | 23.5 | CURRENT LIABILITIES | | | |
| 11.2 | 11.7 | 12.2 | Real Estate Mortgages | | | |
| 14.0 | 11.2 | 8.4 | Other Long-Term Debt | | | |
| 54.5 | 49.4 | 44.1 | TOTAL LIABILITIES | | | |
| 45.5 | 50.6 | 55.9 | EQUITY (NET WORTH) | | | |
| | | | **Statistical Data** | | | |
| $80,408 | $86,534 | $92,660 | Net Sales/Number of All Employees | | | |
| 55.6% | 60.1% | 64.6% | Prod. Man Hrs./Available Mach. Hrs. | | | |
| $36.40 | $45.16 | $53.92 | Net Sales/All Employees Man Hours | | | |
| 343.7% | 356.9% | 370.1% | Net Sales/Total Employment Costs | | | |
| $50.57 | $63.31 | $76.05 | Net Sales/Production Worker Man Hrs. | | | |
| 553.0% | 565.4% | 577.8% | Net Sales/Prod. Worker Emp. Costs | | | |
| $.99 | $.98 | $.96 | Net Sales—Cost of Matls./lbs. Proc. | | | |
| $.31 | $.25 | $.18 | Total Mfg. Payroll/lbs. Processed | | | |
| 15.4% | 18.6% | 26.0% | Percent Change in Sales, '84 vs '83 | | | |
| 46.9 | 51.6 | 57.1 | Cost of Sales/Inventory | | | |
| 39.0 | 43.0 | 47.0 | Average Collection Period | | | |
| 3.1% | 13.5% | 23.7% | Profit Before Income Taxes/Assets | | | |
| 2.0% | 9.3% | 17.3% | Profit Before Income Taxes/Gross Assets | | | |
| 7.3% | 10.7% | 15.3% | Cash Return/Gross Assets | | | |
| 4.4% | 15.2% | 25.8% | Net Income/Equity | | | |
| $.63 | $.53 | $.41 | Processing Costs*/lbs. Processed | | | |

Average (Median) PBIT — Proprietary: 7.4%

| CUSTOM INJECTION MOLDERS BY SALES GROUPS | | | | CUSTOM COMPRESSION & REINFORCED MOLDERS BY SALES GROUPS | | |
|---|---|---|---|---|---|---|
| SALES $10 MILLION OR MORE | | | | SALES $10 MILLION OR MORE | | |
| Less Profitable | Median | More Profitable | Operating Statements | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | |
| 0.1 | 0.2 | 0.3 | Freight Out & Warehousing | 1.3 | 1.1 | 0.8 |
| 2.4 | 2.1 | 1.8 | Direct Packaging & Shipping Supplies | 3.3 | 2.0 | 0.7 |
| 47.3 | 43.3 | 41.3 | Direct Materials | 36.1 | 38.6 | 43.0 |
| 11.7 | 10.6 | 9.5 | Direct Labor | 11.3 | 11.0 | 10.7 |
| 9.6 | 10.8 | 12.5 | Indirect Labor | 16.3 | 13.3 | 10.3 |
| 3.0 | 3.3 | 3.6 | Utilities | 3.6 | 3.4 | 3.2 |
| 4.8 | 5.0 | 5.2 | Other Variable Mfg. Expense | 7.7 | 7.1 | 6.8 |
| 3.2 | 2.9 | 2.6 | Depreciation Expense | 3.1 | 2.6 | 2.1 |
| 0.4 | 0.5 | 0.6 | Lease Expense | 0.3 | 0.7 | 1.1 |
| 2.2 | 1.4 | 0.5 | Other Fixed Mfg. Expense | 1.0 | 0.9 | 0.8 |
| (0.1) | 0.1 | 0.1 | Net on Tool Transactions | (0.8) | (0.4) | (0.1) |
| 1.9 | 1.7 | 1.5 | Sales Commissions | 0.3 | 0.8 | 1.2 |
| 2.3 | 1.9 | 1.6 | Other Sales Expense | 1.8 | 2.8 | 3.7 |
| 6.4 | 6.3 | 5.6 | Administrative Expense | 7.9 | 6.3 | 4.6 |
| 1.5 | 1.1 | 0.8 | Engineering Expense | N.A. | 0.2 | 0.4 |
| N.A. | 0.5 | 1.0 | Research & Development Expense | 1.8 | 1.1 | 0.3 |
| 2.8 | 8.3 | 11.5 | Operating Earnings | 5.0 | 8.5 | 10.4 |
| 1.4 | 1.0 | 0.9 | Interest | 1.7 | 1.2 | 1.1 |
| (0.1) | (0.3) | (0.3) | Misc. (Income) or Expense | 0.1 | (0.8) | (0.9) |
| 1.5 | 7.6 | 10.9 | Profit Before Income Taxes | 3.2 | 8.1 | 10.2 |
| 0.6 | 2.9 | 4.8 | Federal Income Tax | 1.0 | 2.9 | 3.8 |
| 0.0 | 0.1 | 0.2 | Other Income Taxes | 0.2 | 0.5 | 0.7 |
| 0.9 | 4.6 | 5.9 | PROFIT AFTER INCOME TAXES | 2.0 | 5.0 | 5.7 |
| 224.8% | 207.4% | 190.0% | Sales as Percentage of Total Assets | 257.0% | 221.0% | 184.9% |
| | | | **Balance Sheets** | | | |
| 0.1 | 0.5 | 0.9 | Cash & Equivalents | 0.8 | 2.8 | 4.8 |
| 23.7 | 24.0 | 24.3 | Accounts & Notes Receivable | 28.9 | 26.3 | 23.8 |
| 9.3 | 8.5 | 7.4 | Raw Material Inventory | 7.3 | 7.9 | 8.5 |
| 4.6 | 5.1 | 5.1 | Work in Process Inventory | 5.5 | 4.2 | 2.9 |
| 4.4 | 4.5 | 4.6 | Finished Goods Inventory | 2.4 | 7.9 | 13.3 |
| 2.3 | 1.9 | 1.4 | LIFO Reserve | 2.1 | 1.5 | 0.8 |
| 0.9 | 0.6 | 0.3 | Packaging & Shipping Supplies | 2.0 | 1.0 | N.A. |
| 6.9 | 4.6 | 2.3 | Other Current Assets | 1.7 | 1.2 | 0.7 |
| 47.6 | 45.9 | 44.2 | CURRENT ASSETS | 46.5 | 49.8 | 53.2 |
| 34.4 | 28.3 | 22.1 | Land & Buildings, at Cost | 32.8 | 25.4 | 17.9 |
| 10.8 | 8.1 | 5.4 | Depreciation Reserve | 8.8 | 6.4 | 4.0 |
| 63.3 | 58.2 | 53.0 | Machinery & Equipment, at Cost | 56.8 | 55.8 | 54.8 |
| 41.5 | 35.1 | 28.7 | Depreciation Reserve | 32.6 | 29.5 | 26.3 |
| 1.9 | 2.9 | 3.8 | Molds, Tools, & Dies, at Cost | 1.9 | 2.9 | 4.6 |
| 0.5 | 1.4 | 2.3 | Depreciation Reserve | 0.6 | 1.3 | 2.9 |
| 3.6 | 9.3 | 13.3 | Other Long-Term Assets | 4.0 | 3.3 | 2.7 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 3.5 | 2.1 | 0.6 | Current Portion of Term Debt | 4.7 | 2.7 | 0.6 |
| 14.5 | 7.3 | N.A. | Notes Payable | 13.4 | 12.5 | 11.6 |
| 9.5 | 10.3 | 11.2 | Accounts Payable, Trade | 11.5 | 10.6 | 9.7 |
| 6.0 | 7.1 | 8.2 | Other Payables & Accruals | 9.3 | 7.5 | 5.8 |
| 0.1 | 3.0 | 5.9 | Provision for Income Taxes | 2.7 | 5.3 | 7.9 |
| 33.6 | 29.8 | 25.9 | CURRENT LIABILITIES | 41.6 | 38.6 | 35.6 |
| 9.1 | 4.6 | N.A. | Real Estate Mortgages | 10.3 | 7.1 | 3.8 |
| 9.6 | 8.9 | 8.3 | Other Long-Term Debt | 9.2 | 6.9 | 4.6 |
| 52.3 | 43.3 | 34.2 | TOTAL LIABILITIES | 61.1 | 52.6 | 44.0 |
| 47.7 | 56.7 | 65.8 | EQUITY (NET WORTH) | 38.9 | 47.4 | 56.0 |
| | | | **Statistical Data** | | | |
| $57,940 | $75,027 | $92,113 | Net Sales/Number of All Employees | $52,479 | $53,036 | $53,593 |
| 50.0% | 58.1% | 66.1% | Prod. Man Hrs./Available Mach. Hrs. | 58.8% | 61.4% | 64.0% |
| $29.00 | $38.80 | $48.59 | Net Sales/All Employees Man Hours | $29.85 | $30.80 | $31.77 |
| 303.0% | 346.5% | 390.0% | Net Sales/Total Employment Costs | 202.8% | 230.9% | 259.0% |
| $46.21 | $53.11 | $60.00 | Net Sales/Production Worker Man Hrs. | $35.68 | $43.47 | $51.25 |
| 461.4% | 534.2% | 607.0% | Net Sales/Prod. Worker Emp. Costs | 304.8% | 441.3% | 577.8% |
| $1.37 | $1.77 | $2.16 | Net Sales—Cost of Matls./lbs. Proc. | $1.37 | $1.18 | $.99 |
| $.58 | $.62 | $.66 | Total Mfg. Payroll/lbs. Processed | $.76 | $.50 | $.24 |
| 15.0% | 15.9% | 16.8% | Percent Change in Sales, '84 vs '83 | 23.6% | 25.3% | 27.0 |
| 30.7 | 35.6 | 40.4 | Cost of Sales/Inventory | 22.1 | 37.9 | 59.3 |
| 38.5 | 42.2 | 46.7 | Average Collection Period | 41.0 | 43.4 | 47.0 |
| 3.4% | 15.8% | 20.7% | Profit Before Income Taxes/Assets | 8.2% | 17.9% | 18.9% |
| 2.2% | 10.8% | 15.3% | Profit Before Income Taxes/Gross Assets | 8.1% | 21.3% | 27.8% |
| 7.0% | 11.3% | 12.7% | Cash Return/Gross Assets | 13.6% | 13.1% | 11.6% |
| 4.2% | 16.8% | 17.0% | Net Income/Equity | 13.2% | 23.3% | 16.8% |
| $.91 | $1.08 | $1.27 | Processing Costs*/lbs. Processed | $.90 | $.75 | $.61 |

Average (Median) PBIT — Custom Injection: 7.6 per cent — Custom Compression and Reinforced: 8.1 per cent

## CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS

## OTHER CUSTOM PROCESSORS BY SALES GROUPS

| SALES $10 MILLION OR MORE | | | Operating Statements | SALES $10 MILLION OR MORE | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | 100.0 |
| 0.6 | 1.5 | 2.4 | Freight Out & Warehousing | 1.3 | 2.5 | 3.6 |
| 1.9 | 2.1 | 2.3 | Direct Packaging & Shipping Supplies | 2.6 | 2.9 | 3.3 |
| 58.6 | 53.9 | 44.1 | Direct Materials | 42.2 | 40.9 | 40.0 |
| 9.6 | 8.4 | 7.2 | Direct Labor | 14.6 | 12.5 | 10.7 |
| 2.8 | 2.8 | 2.8 | Indirect Labor | 11.3 | 8.9 | 7.2 |
| 2.0 | 2.3 | 2.5 | Utilities | 3.8 | 3.8 | 3.8 |
| 5.4 | 4.5 | 3.6 | Other Variable Mfg. Expense | 9.0 | 7.6 | 6.8 |
| 1.6 | 2.4 | 3.2 | Depreciation Expense | 3.0 | 2.7 | 2.3 |
| 0.1 | 0.2 | 0.4 | Lease Expense | 0.7 | 0.9 | 1.1 |
| 1.6 | 2.3 | 3.1 | Other Fixed Mfg. Expense | 0.9 | 2.2 | 3.5 |
| 1.3 | 0.6 | N.A. | Net on Tool Transactions | (0.1) | (0.3) | (0.6) |
| 0.3 | 0.9 | 1.6 | Sales Commissions | 2.2 | 1.4 | 0.6 |
| 2.1 | 4.5 | 6.9 | Other Sales Expense | 2.5 | 2.4 | 2.3 |
| 3.5 | 3.6 | 3.7 | Administrative Expense | 5.7 | 4.7 | 4.1 |
| N.A. | 0.4 | 0.8 | Engineering Expense | 1.3 | 1.2 | 1.0 |
| 0.1 | 0.7 | 1.3 | Research & Development Expense | 0.5 | 1.2 | 1.9 |
| 8.5 | 8.9 | 14.1 | Operating Earnings | (1.5) | 4.5 | 8.4 |
| 0.5 | 0.4 | 0.2 | Interest | 1.8 | 1.6 | 1.6 |
| 0.2 | 0.1 | (0.2) | Misc. (Income) or Expense | (0.1) | (0.1) | (0.1) |
| 7.8 | 8.4 | 14.1 | Profit Before Income Taxes | (3.2) | 3.0 | 6.9 |
| 3.0 | 3.3 | 4.5 | Federal Income Tax | (1.1) | 0.9 | 1.2 |
| 0.3 | 0.4 | 0.7 | Other Income Taxes | 0.1 | 0.1 | 0.2 |
| 4.5 | 4.7 | 8.9 | PROFIT AFTER INCOME TAXES | (2.2) | 2.0 | 5.5 |
| 321.0% | 256.1% | 191.1% | Sales as Percentage of Total Assets | 190.0% | 194.6% | 199.1% |
| | | | **Balance Sheets** | | | |
| 12.6 | 8.3 | 4.1 | Cash & Equivalents | 0.9 | 2.4 | 3.9 |
| 32.5 | 27.4 | 22.2 | Accounts & Notes Receivable | 23.7 | 23.6 | 23.5 |
| 21.7 | 13.9 | 6.1 | Raw Material Inventory | 10.0 | 8.4 | 6.8 |
| 0.4 | 4.7 | 8.9 | Work in Process Inventory | 3.8 | 4.3 | 4.7 |
| 10.1 | 10.6 | 11.2 | Finished Goods Inventory | 10.3 | 8.0 | 5.7 |
| 2.7 | 2.1 | 1.6 | LIFO Reserve | 3.1 | 3.1 | 3.1 |
| 0.6 | 0.3 | N.A. | Packaging & Shipping Supplies | 0.9 | 1.3 | 1.8 |
| 1.1 | 0.8 | 0.5 | Other Current Assets | 1.8 | 1.3 | 0.8 |
| 76.3 | 63.9 | 51.4 | CURRENT ASSETS | 48.3 | 46.2 | 44.1 |
| 8.7 | 10.9 | 13.1 | Land & Buildings, at Cost | 29.6 | 27.8 | 25.7 |
| 3.1 | 3.8 | 4.5 | Depreciation Reserve | 8.5 | 6.7 | 4.8 |
| 53.6 | 59.8 | 66.0 | Machinery & Equipment, at Cost | 59.9 | 63.9 | 67.9 |
| 35.9 | 33.7 | 31.4 | Depreciation Reserve | 33.2 | 33.7 | 34.2 |
| 1.7 | 4.5 | 7.4 | Molds, Tools, & Dies, at Cost | 3.6 | 2.6 | 1.6 |
| 1.6 | 2.8 | 4.1 | Depreciation Reserve | 3.1 | 2.2 | 1.2 |
| 0.3 | 1.2 | 2.1 | Other Long-Term Assets | 3.4 | 2.1 | 0.9 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 2.3 | 3.3 | 4.3 | Current Portion of Term Debt | 6.7 | 4.6 | 2.5 |
| 15.2 | 7.6 | N.A. | Notes Payable | 7.0 | 8.1 | 9.1 |
| 12.6 | 11.9 | 11.2 | Accounts Payable, Trade | 9.7 | 8.9 | 8.2 |
| 5.1 | 4.8 | 4.4 | Other Payables & Accruals | 7.4 | 7.5 | 7.6 |
| (3.5) | 0.1 | 3.6 | Provision for Income Taxes | 2.2 | 2.3 | 2.3 |
| 31.7 | 27.7 | 23.5 | CURRENT LIABILITIES | 33.0 | 31.4 | 29.7 |
| 6.9 | 3.5 | N.A. | Real Estate Mortgages | 10.3 | 11.3 | 12.4 |
| 2.9 | 3.5 | 4.1 | Other Long-Term Debt | 26.4 | 17.9 | 9.5 |
| 41.5 | 34.7 | 27.6 | TOTAL LIABILITIES | 69.7 | 60.6 | 51.6 |
| 58.4 | 65.3 | 72.4 | EQUITY (NET WORTH) | 30.3 | 39.4 | 49.4 |
| | | | **Statistical Data** | | | |
| $158,033 | $137,194 | $116,355 | Net Sales/Number of All Employees | $72,526 | $65,382 | $58,238 |
| 75.9% | 81.5% | 87.0% | Prod. Man Hrs./Available Mach. Hrs. | 50.0% | 55.0% | 60.0% |
| $58.54 | $57.72 | $56.90 | Net Sales/All Employees Man Hours | $38.32 | $35.91 | $33.49 |
| 167.0% | 351.2% | 535.4% | Net Sales/Total Employment Costs | 300.0% | 288.8% | 277.5% |
| $113.07 | $118.74 | $124.41 | Net Sales/Production Worker Man Hrs. | $41.84 | $45.00 | $48.16 |
| 247.0% | 541.6% | 836.1% | Net Sales/Prod. Worker Emp. Costs | 464.3% | 452.3% | 440.3% |
| $.36 | $.42 | $.47 | Net Sales—Cost of Matls./lbs. Proc. | $1.28 | $1.08 | $.88 |
| $.07 | $.10 | $.13 | Total Mfg. Payroll/lbs. Processed | $.42 | $.36 | $.30 |
| 26.9% | 28.5% | 30.0% | Percent Change in Sales, '84 vs '83 | 17.2% | 17.4% | 17.5 |
| 39.8 | 48.0 | 65.6 | Cost of Sales/Inventory | 45.1 | 38.9 | 31.4 |
| 37.0 | 39.1 | 42.4 | Average Collection Period | 45.5 | 44.3 | 43.1 |
| 25.0% | 21.5% | 26.9% | Profit Before Income Taxes/Assets | (6.1%) | 5.8% | 13.3% |
| 17.5% | 15.1% | 19.0% | Profit Before Income Taxes/Gross Assets | (4.1%) | 4.0% | 9.3% |
| 14.3% | 13.1% | 8.6% | Cash Return/Gross Assets | 2.2% | 7.3% | 11.7% |
| 24.7% | 24.0% | 23.5% | Net Income/Equity | (13.8%) | 9.9% | 21.9% |
| $.20 | $.20 | $.19 | Processing Costs*/lbs. Processed | $.92 | $.70 | $.52 |

Average (Median) PBIT — Custom Extrusion: 8.4 per cent — Custom Other: 3.0 per cent

## PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

## SURVEY NO. 23, 1984

| SALES LESS THAN $5 MILLION | | | | SALES $5-$10 MILLION | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | Operating Statements | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | |
| 1.3 | 1.1 | 0.9 | Less Adjustments & Allowances | 1.0 | 1.4 | 1.7 |
| 98.6 | 98.9 | 99.1 | Net Sales | 99.0 | 98.6 | 98.3 |
| 43.0 | 41.0 | 38.5 | Direct Materials | 50.8 | 44.3 | 37.6 |
| 12.3 | 12.2 | 12.0 | Direct Labor | 10.9 | 10.7 | 10.5 |
| 6.8 | 6.4 | 5.9 | Indirect Labor | 6.1 | 7.5 | 9.0 |
| 3.3 | 3.1 | 2.9 | Utilities | 3.2 | 2.8 | 2.3 |
| 3.0 | 3.0 | 2.9 | Depreciation | 2.3 | 2.4 | 2.4 |
| 11.9 | 11.6 | 11.3 | Other Mfg. Expense | 9.1 | 10.4 | 11.6 |
| 0.2 | 0.8 | 1.3 | Net on Tool Transactions | (0.3) | 0.1 | 0.4 |
| 5.3 | 4.3 | 3.3 | Selling Expenses | 4.8 | 4.6 | 4.4 |
| 10.4 | 11.1 | 11.8 | Administrative Expense | 8.2 | 7.9 | 7.0 |
| 2.5 | 5.4 | 9.2 | Operating Earnings | 3.9 | 7.9 | 13.1 |
| 0.7 | 0.8 | 0.8 | Other Income or (Expense) | 1.2 | 1.3 | 2.3 |
| 1.8 | 4.6 | 8.4 | Profit Before Income Taxes | 2.7 | 6.6 | 10.8 |
| 0.6 | 1.5 | 3.4 | Income Taxes | 0.8 | 2.1 | 4.3 |
| 1.2 | 3.1 | 6.0 | PROFIT AFTER INCOME TAXES | 1.9 | 4.3 | 6.5 |
| 153.0% | 159.6% | 166.2% | Sales as Percentage of Total Assets | 226.0% | 211.5% | 197.0% |
| | | | **Balance Sheets** | | | |
| 1.8 | 5.4 | 8.9 | Cash | 1.8 | 4.2 | 6.6 |
| 26.0 | 26.0 | 26.0 | Accounts & Notes Receivable | 29.6 | 29.8 | 30.0 |
| 18.2 | 18.0 | 17.3 | Inventory | 19.2 | 21.5 | 23.8 |
| 1.8 | 1.8 | 1.0 | Other Current Assets | 1.6 | 1.3 | 1.0 |
| 47.8 | 51.2 | 53.2 | CURRENT ASSETS | 52.2 | 56.8 | 61.4 |
| 21.5 | 26.7 | 27.9 | Land & Buildings, at Cost | 20.2 | 18.8 | 17.5 |
| 5.9 | 6.9 | 7.8 | Depreciation Reserve | 4.7 | 4.7 | 4.8 |
| 65.6 | 55.3 | 48.3 | Machinery & Equipment, at Cost | 61.7 | 51.7 | 41.7 |
| 34.0 | 30.5 | 26.8 | Depreciation Reserve | 32.9 | 26.2 | 19.6 |
| 3.3 | 4.2 | 5.2 | Other Long-Term Assets | 3.5 | 3.6 | 3.8 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 4.6 | 4.4 | 4.1 | Current Portion of Term Debt | 5.0 | 3.4 | 1.7 |
| 25.9 | 24.8 | 23.7 | Notes Payable | 11.0 | 9.3 | 7.5 |
| 18.2 | 17.3 | 16.4 | Accounts Payable, Trade | 15.6 | 12.5 | 9.4 |
| 7.3 | 7.7 | 8.1 | Other Payables & Accruals | 5.8 | 7.4 | 9.1 |
| 56.0 | 54.2 | 52.3 | CURRENT LIABILITIES | 37.4 | 32.6 | 27.7 |
| 10.9 | 10.5 | 10.1 | Other Long-Term Debt | 16.7 | 11.5 | 6.2 |
| 66.9 | 64.7 | 62.4 | TOTAL LIABILITIES | 54.1 | 44.1 | 33.9 |
| 33.1 | 35.3 | 37.6 | EQUITY (NET WORTH) | 45.9 | 55.9 | 66.1 |
| | | | **Statistical Data** | | | |
| 19.0% | 24.1% | 29.6% | Percent Change in Sales, '84 vs '83 | 22.0% | 19.0% | 16.0 |
| 53.2 | 52.5 | 51.1 | Cost of Sales/Inventory | 37.2 | 46.7 | 58.7 |
| 62.0 | 59.5 | 57.1 | Average Collection Period | 47.8 | 51.4 | 55.6 |
| 2.8% | 7.3% | 14.0% | Profit Before Income Taxes/Assets | 6.1% | 14.0% | 21.3% |
| 5.5% | 14.0% | 26.5% | Net Income/Equity | 9.4% | 16.3% | 19.4% |

Average (Median) PBIT—Industry — Sales less than $5 million: 4.6 per cent — Sales $5-$10 million: 6.6 per cent

## PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

## SURVEY NO. 23, 1984

| SALES $10 MILLION OR MORE | | | | |
|---|---|---|---|---|
| Less Profitable | Median | More Profitable | Operating Statements | |
| 100.0 | 100.0 | 100.0 | Net Sales | |
| 2.0 | 1.7 | 1.3 | Less Adjustments & Allowances | |
| 98.0 | 98.3 | 98.7 | Net Sales | |
| 41.2 | 42.4 | 44.2 | Direct Materials | |
| 13.3 | 11.2 | 9.8 | Direct Labor | |
| 9.2 | 9.5 | 9.9 | Indirect Labor | |
| 3.6 | 3.3 | 2.9 | Utilities | |
| 3.3 | 3.0 | 2.8 | Depreciation | |
| 10.5 | 7.6 | 5.4 | Other Mfg. Expense | |
| 0.3 | 0.2 | 0.1 | Net on Tool Transactions | |
| 4.9 | 5.3 | 5.8 | Selling Expenses | |
| 7.4 | 7.1 | 6.7 | Administrative Expense | |
| 4.3 | 8.7 | 11.1 | Operating Earnings | |
| 1.6 | 1.2 | 0.5 | Other Income or (Expense) | |
| 2.7 | 7.5 | 10.6 | Profit Before Income Taxes | |
| 0.9 | 3.2 | 4.6 | Income Taxes | |
| 1.8 | 4.3 | 6.0 | PROFIT AFTER INCOME TAXES | |
| 190.0% | 186.3% | 182.6% | Sales as Percentage of Total Assets | |
| | | | **Balance Sheets** | |
| 0.9 | 2.0 | 2.5 | Cash | |
| 22.9 | 23.1 | 23.8 | Accounts & Notes Receivable | |
| 15.5 | 17.7 | 19.8 | Inventory | |
| 3.2 | 2.2 | 1.1 | Other Current Assets | |
| 42.5 | 45.0 | 47.2 | CURRENT ASSETS | |
| 28.9 | 25.5 | 22.0 | Land & Buildings, at Cost | |
| 8.7 | 6.9 | 5.1 | Depreciation Reserve | |
| 65.9 | 62.8 | 58.4 | Machinery & Equipment, at Cost | |
| 33.4 | 29.9 | 24.9 | Depreciation Reserve | |
| 4.8 | 3.5 | 2.4 | Other Long-Term Assets | |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | |
| 5.4 | 3.5 | 1.4 | Current Portion of Term Debt | |
| 6.7 | 6.9 | 7.1 | Notes Payable | |
| 10.8 | 9.7 | 8.6 | Accounts Payable, Trade | |
| 8.6 | 10.7 | 12.7 | Other Payables & Accruals | |
| 31.5 | 30.8 | 29.8 | CURRENT LIABILITIES | |
| 23.9 | 18.7 | 13.5 | Other Long-Term Debt | |
| 55.4 | 49.5 | 43.3 | TOTAL LIABILITIES | |
| 44.6 | 50.5 | 56.7 | EQUITY (NET WORTH) | |
| | | | **Statistical Data** | |
| 17.0% | 18.9% | 25.2% | Percent Change in Sales, '84 vs '83 | |
| 35.8 | 44.1 | 51.0 | Cost of Sales/Inventory | |
| 44.0 | 45.3 | 47.6 | Average Collection Period | |
| 5.1% | 14.0% | 19.4% | Profit Before Income Taxes/Assets | |
| 7.7% | 15.9% | 19.3% | Net Income/Equity | |

Average (Median) PBIT—Industry — Sales over $10 million: 7.5 per cent

## PROPRIETARY PROCESSORS BY SALES GROUPS

## SURVEY NO. 23, 1984

| SALES LESS THAN $5 MILLION | | | Operating Statements | SALES $5-$10 MILLION | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | 100.0 |
| 0.8 | 0.8 | 0.7 | Less Adjustments & Allowances | 1.0 | 1.3 | 1.5 |
| 99.2 | 99.2 | 99.3 | Net Sales | 99.0 | 98.7 | 98.5 |
| 45.3 | 44.6 | 42.4 | Direct Materials | 49.7 | 43.8 | 37.5 |
| 12.5 | 10.8 | 8.3 | Direct Labor | 7.9 | 9.5 | 11.0 |
| 2.7 | 3.8 | 4.9 | Indirect Labor | 7.3 | 8.4 | 9.6 |
| 2.6 | 2.3 | 2.0 | Utilities | 3.8 | 3.1 | 2.3 |
| 3.0 | 3.1 | 3.1 | Depreciation | 3.3 | 2.9 | 2.5 |
| 10.9 | 9.4 | 7.9 | Other Mfg. Expense | 9.4 | 8.9 | 8.5 |
| (0.4) | 1.4 | 3.2 | Net on Tool Transactions | (0.7) | (0.2) | 0.4 |
| 8.3 | 6.0 | 3.7 | Selling Expenses | 5.6 | 5.7 | 5.8 |
| 11.8 | 12.5 | 13.1 | Administrative Expense | 9.3 | 7.9 | 6.9 |
| 2.5 | 5.3 | 10.7 | Operating Earnings | 3.4 | 8.7 | 14.0 |
| 0.6 | 0.7 | 0.7 | Other Income or (Expense) | 1.2 | 1.4 | 2.6 |
| 1.9 | 4.6 | 10.0 | Profit Before Income Taxes | 2.2 | 7.3 | 11.4 |
| 0.6 | 1.3 | 3.9 | Income Taxes | 0.7 | 3.0 | 4.9 |
| 1.3 | 3.3 | 6.1 | PROFIT AFTER INCOME TAXES | 1.5 | 4.3 | 6.5 |
| 121.0% | 136.0% | 151.0% | Sales as Percentage of Total Assets | 154.5% | 175.1% | 195.6% |
| | | | **Balance Sheets** | | | |
| 4.7 | 5.8 | 6.9 | Cash | 1.8 | 5.9 | 9.9 |
| 25.2 | 25.9 | 26.6 | Accounts & Notes Receivable | 28.6 | 28.7 | 28.9 |
| 17.8 | 19.8 | 21.9 | Inventory | 19.2 | 18.8 | 18.3 |
| 1.8 | 2.2 | 2.6 | Other Current Assets | 1.7 | 1.3 | 1.0 |
| 49.5 | 53.7 | 58.0 | CURRENT ASSETS | 51.3 | 54.7 | 58.1 |
| 24.8 | 29.7 | 34.5 | Land & Buildings, at Cost | 22.7 | 21.1 | 19.5 |
| 6.6 | 10.6 | 14.5 | Depreciation Reserve | 4.3 | 4.7 | 5.1 |
| 66.1 | 55.8 | 45.4 | Machinery & Equipment, at Cost | 61.4 | 51.6 | 41.6 |
| 37.2 | 33.4 | 29.6 | Depreciation Reserve | 34.3 | 26.1 | 17.8 |
| 3.4 | 4.8 | 6.2 | Other Long-Term Assets | 3.2 | 3.4 | 3.7 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 4.6 | 4.7 | 4.7 | Current Portion of Term Debt | 4.6 | 3.1 | 1.6 |
| 24.0 | 19.3 | 14.5 | Notes Payable | 11.6 | 8.5 | 7.4 |
| 12.3 | 15.0 | 17.7 | Accounts Payable, Trade | 14.0 | 10.1 | 8.2 |
| 7.0 | 7.4 | 7.7 | Other Payables & Accruals | 7.2 | 8.6 | 9.9 |
| 47.9 | 46.4 | 44.6 | CURRENT LIABILITIES | 37.4 | 30.3 | 27.1 |
| 20.6 | 20.7 | 20.8 | Other Long-Term Debt | 4.9 | 5.6 | 6.3 |
| 68.5 | 67.1 | 65.4 | TOTAL LIABILITIES | 42.3 | 35.9 | 33.4 |
| 31.5 | 32.9 | 34.6 | EQUITY (NET WORTH) | 57.7 | 64.1 | 66.6 |
| | | | **Statistical Data** | | | |
| 17.0% | 24.2% | 31.4% | Percent Change in Sales, '84 vs '83 | 24.4% | 18.9% | 13.3 |
| 69.0 | 71.0 | 76.4 | Cost of Sales/Inventory | 55.0 | 50.3 | 46.8 |
| 76.0 | 69.5 | 64.3 | Average Collection Period | 67.6 | 59.8 | 53.9 |
| 2.3% | 6.3% | 15.1% | Profit Before Income Taxes/Assets | 3.4% | 12.8% | 22.3% |
| 5.0% | 13.6% | 26.6% | Net Income/Equity | 4.0% | 11.7% | 19.1% |

Average (Median) PBIT—Proprietary — Sales less than $5 million: 4.6 per cent — Sales $5-$10 million: 7.3 per cent

## PROPRIETORY PROCESSORS BY SALES GROUPS

**SURVEY NO. 23, 1984**

| SALES $10 MILLION OR MORE | | | | |
|---|---|---|---|---|
| Less Profitable | Median | More Profitable | Operating Statements | |
| 100.0 | 100.0 | 100.0 | Net Sales | |
| 3.4 | 2.8 | 2.2 | Less Adjustments & Allowances | |
| 96.6 | 97.2 | 97.8 | Net Sales | |
| 40.0 | 40.5 | 41.3 | Direct Materials | |
| 13.5 | 11.0 | 8.6 | Direct Labor | |
| 9.2 | 7.7 | 6.3 | Indirect Labor | |
| 3.6 | 3.4 | 2.7 | Utilities | |
| 3.9 | 3.4 | 2.9 | Depreciation | |
| 9.4 | 7.5 | 5.7 | Other Mfg. Expense | |
| 0.3 | 0.2 | 0.1 | Net on Tool Transactions | |
| 6.3 | 7.2 | 8.0 | Selling Expenses | |
| 6.9 | 7.3 | 7.8 | Administrative Expense | |
| 3.5 | 9.0 | 14.4 | Operating Earnings | |
| 1.8 | 1.6 | 1.4 | Other Income or (Expense) | |
| 1.7 | 7.4 | 13.0 | Profit Before Income Taxes | |
| 0.6 | 3.2 | 5.1 | Income Taxes | |
| 1.1 | 4.2 | 7.9 | PROFIT AFTER INCOME TAXES | |
| 182.7% | 182.7% | 182.6% | Sales as Percentage of Total Assets | |
| | | | **Balance Sheets** | |
| 1.3 | 1.9 | 2.5 | Cash | |
| 19.5 | 21.5 | 23.5 | Accounts & Notes Receivable | |
| 19.5 | 19.7 | 19.9 | Inventory | |
| 2.3 | 1.7 | 1.1 | Other Current Assets | |
| 42.6 | 44.8 | 47.0 | CURRENT ASSETS | |
| 28.1 | 25.1 | 22.1 | Land & Buildings, at Cost | |
| 8.8 | 7.1 | 5.3 | Depreciation Reserve | |
| 63.5 | 61.7 | 59.8 | Machinery & Equipment, at Cost | |
| 32.5 | 29.5 | 26.5 | Depreciation Reserve | |
| 7.1 | 5.0 | 2.9 | Other Long-Term Assets | |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | |
| 5.4 | 3.5 | 1.5 | Current Portion of Term Debt | |
| 6.3 | 3.6 | 0.8 | Notes Payable | |
| 9.7 | 8.4 | 7.1 | Accounts Payable, Trade | |
| 7.9 | 11.0 | 14.1 | Other Payables & Accruals | |
| 29.3 | 26.5 | 23.5 | CURRENT LIABILITIES | |
| 25.2 | 22.9 | 20.6 | Other Long-Term Debt | |
| 54.5 | 49.4 | 44.1 | TOTAL LIABILITIES | |
| 45.5 | 50.6 | 55.9 | EQUITY (NET WORTH) | |
| | | | **Statistical Data** | |
| 15.4% | 18.6% | 26.0% | Percent Change in Sales, '84 vs '83 | |
| 46.9 | 51.6 | 57.1 | Cost of Sales/Inventory | |
| 39.0 | 43.0 | 47.0 | Average Collection Period | |
| 3.1% | 13.5% | 23.7% | Profit Before Income Taxes/Assets | |
| 4.4% | 15.2% | 25.8% | Net Income/Equity | |

Average (Median) PBIT—Proprietary — Sales over $10 million: 7.4 per cent

## CUSTOM PROCESSORS BY SALES GROUPS

## SURVEY NO. 23, 1984

| SALES LESS THAN $5 MILLION | | | Operating Statements | SALES $5-$10 MILLION | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | 100.0 |
| 1.3 | 1.1 | 0.9 | Less Adjustments & Allowances | 1.0 | 1.4 | 1.7 |
| 98.7 | 98.9 | 99.5 | Net Sales | 99.0 | 98.6 | 98.3 |
| 41.2 | 40.1 | 38.4 | Direct Materials | 50.5 | 45.3 | 40.1 |
| 12.2 | 12.2 | 12.2 | Direct Labor | 11.3 | 10.7 | 10.0 |
| 7.9 | 7.2 | 6.2 | Indirect Labor | 5.5 | 6.3 | 7.1 |
| 3.8 | 3.4 | 2.9 | Utilities | 3.1 | 2.8 | 2.4 |
| 3.0 | 2.9 | 2.9 | Depreciation | 2.2 | 2.1 | 2.0 |
| 13.2 | 12.3 | 11.4 | Other Mfg. Expense | 8.8 | 10.6 | 12.6 |
| 0.2 | 0.6 | 1.0 | Net on Tool Transactions | 0.1 | 0.3 | 0.4 |
| 4.6 | 3.9 | 3.2 | Selling Expenses | 4.7 | 4.5 | 4.4 |
| 10.0 | 10.9 | 11.7 | Administrative Expense | 8.3 | 8.3 | 7.2 |
| 2.6 | 5.4 | 9.2 | Operating Earnings | 4.5 | 7.7 | 12.1 |
| 1.0 | 1.2 | 1.2 | Other Income or (Expense) | 1.3 | 1.3 | 1.4 |
| 1.6 | 4.2 | 8.0 | Profit Before Income Taxes | 3.2 | 6.4 | 10.7 |
| 0.5 | 1.6 | 3.0 | Income Taxes | 0.8 | 2.1 | 4.1 |
| 1.1 | 2.6 | 5.0 | PROFIT AFTER INCOME TAXES | 2.4 | 4.4 | 6.6 |
| 169.1% | 175.2% | 181.3% | Sales as Percentage of Total Assets | 232.0% | 217.0% | 201.9% |
| | | | **Balance Sheets** | | | |
| 1.8 | 5.4 | 8.9 | Cash | 1.8 | 3.2 | 4.5 |
| 32.1 | 28.6 | 25.2 | Accounts & Notes Receivable | 29.9 | 30.0 | 30.1 |
| 21.0 | 18.0 | 14.9 | Inventory | 19.2 | 21.6 | 24.0 |
| 2.6 | 1.8 | 1.0 | Other Current Assets | 1.4 | 2.1 | 2.8 |
| 57.5 | 53.8 | 50.0 | CURRENT ASSETS | 52.3 | 56.9 | 61.4 |
| 19.0 | 23.3 | 27.5 | Land & Buildings, at Cost | 19.9 | 18.4 | 16.9 |
| 4.9 | 6.3 | 7.7 | Depreciation Reserve | 4.8 | 3.8 | 2.8 |
| 57.6 | 54.6 | 51.8 | Machinery & Equipment, at Cost | 61.0 | 52.3 | 43.6 |
| 32.4 | 29.0 | 25.6 | Depreciation Reserve | 32.8 | 27.9 | 22.9 |
| 3.2 | 3.6 | 4.0 | Other Long-Term Assets | 4.4 | 4.0 | 3.8 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 4.6 | 4.3 | 3.9 | Current Portion of Term Debt | 5.0 | 3.5 | 2.0 |
| 26.1 | 26.3 | 26.5 | Notes Payable | 10.0 | 9.8 | 9.5 |
| 19.3 | 17.7 | 16.1 | Accounts Payable, Trade | 18.4 | 16.2 | 14.0 |
| 7.3 | 8.4 | 9.5 | Other Payables & Accruals | 5.7 | 7.1 | 8.4 |
| 57.3 | 56.7 | 56.0 | CURRENT LIABILITIES | 39.1 | 36.6 | 33.9 |
| 7.9 | 6.8 | 5.7 | Other Long-Term Debt | 18.1 | 11.8 | 5.4 |
| 65.2 | 63.5 | 61.7 | TOTAL LIABILITIES | 57.2 | 48.4 | 39.3 |
| 34.8 | 36.5 | 38.3 | EQUITY (NET WORTH) | 42.8 | 51.6 | 60.7 |
| | | | **Statistical Data** | | | |
| 15.2% | 22.7% | 30.1% | Percent Change in Sales, '84 vs '83 | 24.1% | 19.2% | 16.4 |
| 54.9 | 47.3 | 40.0 | Cost of Sales/Inventory | 36.5 | 45.9 | 57.2 |
| 69.3 | 59.6 | 50.7 | Average Collection Period | 47.0 | 50.5 | 54.4 |
| 2.7% | 7.4% | 14.5% | Profit Before Income Taxes/Assets | 7.4% | 13.9% | 21.6% |
| 5.3% | 12.5% | 23.7% | Net Income/Equity | 13.0% | 18.5% | 21.9% |

Average (Median) PBIT—Custom — Sales less than $5 million: 4.2 per cent — Sales $5-$10 million: 6.4 per cent

## CUSTOM PROCESSORS BY SALES GROUPS



| SALES $10 MILLION OR MORE | | | | |
|---|---|---|---|---|
| Less Profitable | Median | More Profitable | Operating Statements | |
| 100.0 | 100.0 | 100.0 | Net Sales | |
| 1.2 | 1.0 | 0.7 | Less Adjustments & Allowances | |
| 98.8 | 99.0 | 99.3 | Net Sales | |
| 41.9 | 44.7 | 47.7 | Direct Materials | |
| 13.1 | 11.4 | 10.0 | Direct Labor | |
| 9.5 | 9.8 | 10.1 | Indirect Labor | |
| 3.6 | 3.3 | 3.0 | Utilities | |
| 2.7 | 2.7 | 2.7 | Depreciation | |
| 10.7 | 8.0 | 5.5 | Other Mfg. Expense | |
| (0.1) | 0.1 | 0.1 | Net on Tool Transactions | |
| 4.0 | 3.6 | 3.5 | Selling Expenses | |
| 8.8 | 7.6 | 6.5 | Administrative Expense | |
| 4.6 | 7.8 | 10.2 | Operating Earnings | |
| 1.9 | 0.2 | 0.1 | Other Income or (Expense) | |
| 2.7 | 7.6 | 10.1 | Profit Before Income Taxes | |
| 0.9 | 3.2 | 4.2 | Income Taxes | |
| 1.8 | 4.4 | 5.9 | PROFIT AFTER INCOME TAXES | |
| 209.1% | 199.1% | 189.0% | Sales as Percentage of Total Assets | |
| | | | **Balance Sheets** | |
| 0.7 | 2.5 | 4.3 | Cash | |
| 24.1 | 24.1 | 24.0 | Accounts & Notes Receivable | |
| 14.3 | 16.3 | 18.5 | Inventory | |
| 3.3 | 2.3 | 1.3 | Other Current Assets | |
| 42.4 | 45.2 | 48.1 | CURRENT ASSETS | |
| 32.8 | 25.8 | 18.7 | Land & Buildings, at Cost | |
| 8.6 | 6.5 | 4.5 | Depreciation Reserve | |
| 68.9 | 63.2 | 57.7 | Machinery & Equipment, at Cost | |
| 39.3 | 31.8 | 24.3 | Depreciation Reserve | |
| 3.8 | 4.1 | 4.3 | Other Long-Term Assets | |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | |
| 5.4 | 3.4 | 1.3 | Current Portion of Term Debt | |
| 7.0 | 8.2 | 9.3 | Notes Payable | |
| 11.4 | 10.9 | 10.5 | Accounts Payable, Trade | |
| 9.2 | 9.3 | 9.4 | Other Payables & Accruals | |
| 33.0 | 31.8 | 30.5 | CURRENT LIABILITIES | |
| 23.3 | 17.9 | 12.3 | Other Long-Term Debt | |
| 56.3 | 49.7 | 42.8 | TOTAL LIABILITIES | |
| 43.7 | 50.3 | 57.2 | EQUITY (NET WORTH) | |
| | | | **Statistical Data** | |
| 17.2% | 19.0% | 23.4% | Percent Change in Sales, '84 vs '83 | |
| 30.2 | 36.9 | 44.8 | Cost of Sales/Inventory | |
| 42.1 | 44.2 | 46.3 | Average Collection Period | |
| 5.6% | 15.1% | 19.1% | Profit Before Income Taxes/Assets | |
| 8.6% | 17.4% | 19.5% | Net Income/Equity | |

Average (Median) PBIT—Custom — Sales over $10 million: 7.6 per cent

## CUSTOM INJECTION MOLDERS BY SALES GROUPS — SURVEY NO. 23, 1984

| SALES LESS THAN $5 MILLION | | | Operating Statements | SALES $5-$10 MILLION | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | 100.0 |
| 1.3 | 1.4 | 1.4 | Less Adjustments & Allowances | 1.0 | 1.5 | 2.0 |
| 98.7 | 98.6 | 98.6 | Net Sales | 99.0 | 98.5 | 98.0 |
| 43.4 | 37.8 | 32.2 | Direct Materials | 43.1 | 40.3 | 37.1 |
| 10.0 | 10.7 | 11.5 | Direct Labor | 14.7 | 12.4 | 10.0 |
| 10.2 | 6.9 | 3.6 | Indirect Labor | 8.2 | 8.4 | 8.5 |
| 3.5 | 3.3 | 3.1 | Utilities | 3.4 | 3.0 | 2.6 |
| 3.7 | 3.4 | 3.1 | Depreciation | 3.5 | 3.0 | 2.5 |
| 12.9 | 13.9 | 14.8 | Other Mfg. Expense | 10.3 | 11.4 | 12.4 |
| 0.4 | 0.4 | 0.5 | Net on Tool Transactions | (1.4) | (0.3) | (0.1) |
| 3.6 | 3.6 | 3.5 | Selling Expenses | 2.3 | 3.2 | 4.1 |
| 9.5 | 11.7 | 13.8 | Administrative Expense | 7.8 | 7.7 | 7.7 |
| 1.5 | 6.9 | 12.5 | Operating Earnings | 6.1 | 9.4 | 13.2 |
| 0.9 | 3.7 | 4.7 | Other Income or (Expense) | 1.1 | 2.5 | 2.6 |
| 0.6 | 3.2 | 7.8 | Profit Before Income Taxes | 5.0 | 6.9 | 10.6 |
| 0.2 | 1.1 | 1.9 | Income Taxes | 0.7 | 1.7 | 3.4 |
| 0.4 | 2.2 | 5.9 | PROFIT AFTER INCOME TAXES | 4.3 | 5.2 | 7.2 |
| 128.0% | 147.1% | 166.1% | Sales as Percentage of Total Assets | 220.0% | 208.8% | 197.5% |
| | | | **Balance Sheets** | | | |
| 1.8 | 3.2 | 4.5 | Cash | 0.6 | 0.8 | 1.0 |
| 27.9 | 27.9 | 27.9 | Accounts & Notes Receivable | 31.7 | 32.7 | 33.8 |
| 18.9 | 19.0 | 19.1 | Inventory | 20.6 | 21.9 | 23.3 |
| 2.7 | 1.8 | 0.8 | Other Current Assets | 2.1 | 2.7 | 3.3 |
| 51.3 | 51.9 | 52.3 | CURRENT ASSETS | 55.0 | 58.1 | 61.4 |
| 23.0 | 12.9 | 2.7 | Land & Buildings, at Cost | 17.9 | 17.9 | 17.9 |
| 7.6 | 4.4 | 1.1 | Depreciation Reserve | 6.1 | 4.5 | 2.8 |
| 67.0 | 73.2 | 79.5 | Machinery & Equipment, at Cost | 66.5 | 58.9 | 50.9 |
| 35.2 | 35.3 | 35.4 | Depreciation Reserve | 36.1 | 32.3 | 28.4 |
| 1.5 | 1.7 | 2.0 | Other Long-Term Assets | 2.8 | 1.9 | 1.0 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 6.3 | 8.0 | 9.7 | Current Portion of Term Debt | 5.0 | 3.8 | 2.2 |
| 31.6 | 27.7 | 23.8 | Notes Payable | 7.4 | 13.0 | 18.5 |
| 18.1 | 17.2 | 16.2 | Accounts Payable, Trade | 19.2 | 18.0 | 18.4 |
| 7.7 | 8.2 | 8.6 | Other Payables & Accruals | 8.1 | 7.8 | 7.6 |
| 63.7 | 61.1 | 58.3 | CURRENT LIABILITIES | 39.7 | 43.4 | 46.7 |
| 5.1 | 4.5 | 3.8 | Other Long-Term Debt | 20.4 | 14.0 | 7.6 |
| 68.8 | 65.6 | 62.1 | TOTAL LIABILITIES | 60.1 | 57.4 | 54.3 |
| 31.2 | 34.4 | 37.9 | EQUITY (NET WORTH) | 39.9 | 42.8 | 45.7 |
| | | | **Statistical Data** | | | |
| 12.5% | 16.7% | 20.8% | Percent Change in Sales, '84 vs '83 | 38.2% | 30.7% | 23.2 |
| 63.4 | 60.9 | 60.2 | Cost of Sales/Inventory | 40.6 | 47.9 | 57.3 |
| 79.6 | 69.2 | 61.3 | Average Collection Period | 52.6 | 57.2 | 62.5 |
| 0.8% | 4.7% | 13.0% | Profit Before Income Taxes/Assets | 11.0% | 14.4% | 20.9% |
| 1.6% | 9.4% | 25.9% | Net Income/Equity | 23.7% | 25.4% | 31.1% |

Average Z(Median) PBIT—Custom Injection — Sales less than $5 million: 3.2 per cent — Sales $5-$10 million: 6.9 per cent

## CUSTOM INJECTION MOLDERS BY SALES GROUPS



| SALES $10 MILLION OR MORE | | | | |
|---|---|---|---|---|
| Less Profitable | Median | More Profitable | Operating Statements | |
| 100.0 | 100.0 | 100.0 | Net Sales | |
| 0.1 | 0.2 | 0.3 | Less Adjustments & Allowances | |
| 99.9 | 99.8 | 99.7 | Net Sales | |
| 49.7 | 45.4 | 43.1 | Direct Materials | |
| 11.7 | 10.6 | 9.5 | Direct Labor | |
| 9.6 | 10.8 | 12.5 | Indirect Labor | |
| 3.0 | 3.3 | 3.6 | Utilities | |
| 3.2 | 2.9 | 2.6 | Depreciation | |
| 7.4 | 6.9 | 6.3 | Other Mfg. Expense | |
| (0.1) | 0.1 | 0.1 | Net on Tool Transactions | |
| 4.2 | 3.6 | 3.1 | Selling Expenses | |
| 8.4 | 7.9 | 7.4 | Administrative Expense | |
| 2.8 | 8.3 | 11.5 | Operating Earnings | |
| 1.3 | 0.7 | 0.6 | Other Income or (Expense) | |
| 1.5 | 7.6 | 10.9 | Profit Before Income Taxes | |
| 0.6 | 3.0 | 5.0 | Income Taxes | |
| 0.9 | 4.6 | 5.9 | PROFIT AFTER INCOME TAXES | |
| 224.8% | 207.4% | 190.0% | Sales as Percentage of Total Assets | |
| | | | **Balance Sheets** | |
| 0.1 | 0.5 | 0.9 | Cash | |
| 23.7 | 24.0 | 24.3 | Accounts & Notes Receivable | |
| 16.0 | 16.2 | 16.4 | Inventory | |
| 7.8 | 5.2 | 2.6 | Other Current Assets | |
| 47.6 | 45.9 | 44.2 | CURRENT ASSETS | |
| 34.4 | 28.3 | 22.1 | Land & Buildings, at Cost | |
| 10.8 | 8.1 | 5.4 | Depreciation Reserve | |
| 63.3 | 58.2 | 53.0 | Machinery & Equipment, at Cost | |
| 41.5 | 35.1 | 28.7 | Depreciation Reserve | |
| 7.0 | 10.8 | 14.8 | Other Long-Term Assets | |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | |
| 3.5 | 2.1 | 0.6 | Current Portion of Term Debt | |
| 14.5 | 7.3 | N.A. | Notes Payable | |
| 9.5 | 10.3 | 11.2 | Accounts Payable, Trade | |
| 6.1 | 10.1 | 14.1 | Other Payables & Accruals | |
| 33.6 | 29.8 | 25.9 | CURRENT LIABILITIES | |
| 18.7 | 13.5 | 8.3 | Other Long-Term Debt | |
| 52.3 | 43.3 | 34.2 | TOTAL LIABILITIES | |
| 47.7 | 56.7 | 65.8 | EQUITY (NET WORTH) | |
| | | | **Statistical Data** | |
| 15.0% | 15.9% | 16.8% | Percent Change in Sales, '84 vs '83 | |
| 30.7 | 35.6 | 40.4 | Cost of Sales/Inventory | |
| 38.5 | 42.2 | 46.7 | Average Collection Period | |
| 3.4% | 15.8% | 20.7% | Profit Before Income Taxes/Assets | |
| 4.2% | 16.8% | 17.0% | Net Income/Equity | |

Average (Median) PBIT—Custom Injection — Sales over $10 million: 7.6 per cent

## CUSTOM COMPRESSION & REINFORCED MOLDERS BY SALES GROUPS — SURVEY NO. 23, 1984

| SALES LESS THAN $5 MILLION | | | Operating Statements | SALES $5-$10 MILLION | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | 100.0 |
| 0.8 | 1.2 | 1.6 | Less Adjustments & Allowances | 0.8 | 0.9 | 1.0 |
| 99.2 | 98.8 | 98.4 | Net Sales | 99.2 | 99.1 | 99.0 |
| 41.8 | 35.8 | 29.7 | Direct Materials | 47.1 | 36.6 | 26.0 |
| 11.7 | 14.8 | 17.9 | Direct Labor | 15.0 | 13.8 | 12.5 |
| 7.1 | 8.8 | 10.5 | Indirect Labor | 12.5 | 12.6 | 12.6 |
| 2.0 | 2.8 | 3.6 | Utilities | 2.2 | 2.2 | 2.2 |
| 2.9 | 2.7 | 2.4 | Depreciation | 2.5 | 2.2 | 2.0 |
| 11.4 | 11.5 | 11.6 | Other Mfg. Expense | 7.7 | 9.8 | 11.8 |
| 0.2 | 0.7 | 1.1 | Net on Tool Transactions | 3.6 | 1.9 | 0.2 |
| 3.2 | 3.8 | 4.4 | Selling Expenses | 3.3 | 7.3 | 11.3 |
| 15.4 | 12.2 | 8.9 | Administrative Expense | 6.5 | 9.0 | 11.4 |
| 3.5 | 5.7 | 8.3 | Operating Earnings | (1.2) | 3.7 | 9.0 |
| 1.5 | 0.8 | 0.8 | Other Income or (Expense) | (0.5) | (0.1) | 1.7 |
| 2.0 | 4.9 | 7.5 | Profit Before Income Taxes | (0.7) | 3.8 | 7.3 |
| 0.4 | 1.3 | 1.9 | Income Taxes | —0— | 1.6 | 3.6 |
| 1.6 | 3.6 | 5.6 | PROFIT AFTER INCOME TAXES | (0.7) | 2.2 | 3.7 |
| 240.0% | 187.7% | 135.3% | Sales as Percentage of Total Assets | 266.3% | 219.0% | 171.0% |
| | | | **Balance Sheets** | | | |
| 11.4 | 11.6 | 11.8 | Cash | 3.3 | 3.0 | 2.7 |
| 25.0 | 27.4 | 29.8 | Accounts & Notes Receivable | 37.4 | 31.5 | 25.6 |
| 18.0 | 18.0 | 18.0 | Inventory | 26.2 | 19.8 | 13.4 |
| 1.9 | 2.9 | 3.9 | Other Current Assets | 1.5 | 1.3 | 1.0 |
| 56.3 | 59.9 | 63.5 | CURRENT ASSETS | 68.4 | 55.6 | 42.7 |
| 14.0 | 16.5 | 18.9 | Land & Buildings, at Cost | 16.5 | 26.2 | 35.9 |
| 8.5 | 7.8 | 7.1 | Depreciation Reserve | 4.7 | 6.8 | 8.9 |
| 45.6 | 48.4 | 51.2 | Machinery & Equipment, at Cost | 42.3 | 51.3 | 60.3 |
| 28.6 | 29.4 | 30.1 | Depreciation Reserve | 24.7 | 28.4 | 32.1 |
| 21.2 | 12.4 | 3.6 | Other Long-Term Assets | 2.2 | 2.1 | 2.1 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 4.2 | 3.4 | 2.5 | Current Portion of Term Debt | 7.1 | 4.2 | 1.3 |
| 16.4 | 22.5 | 28.6 | Notes Payable | 18.3 | 16.7 | 15.2 |
| 17.4 | 13.0 | 8.5 | Accounts Payable, Trade | 30.4 | 20.2 | 10.0 |
| 8.1 | 8.7 | 9.3 | Other Payables & Accruals | 4.0 | 5.1 | 6.2 |
| 46.1 | 47.6 | 48.9 | CURRENT LIABILITIES | 59.8 | 46.2 | 32.7 |
| 14.2 | 7.6 | 0.9 | Other Long-Term Debt | 10.9 | 8.7 | 6.6 |
| 60.3 | 55.2 | 49.8 | TOTAL LIABILITIES | 70.7 | 54.9 | 39.3 |
| 39.7 | 44.8 | 50.2 | EQUITY (NET WORTH) | 29.3 | 45.1 | 60.7 |
| | | | **Statistical Data** | | | |
| 5.0% | 19.0% | 33.0% | Percent Change in Sales, '84 vs '83 | 26.8% | 17.7% | 8.5 |
| 35.2 | 45.1 | 62.0 | Cost of Sales/Inventory | 40.9 | 42.3 | 42.9 |
| 38.0 | 53.3 | 80.4 | Average Collection Period | 51.3 | 52.5 | 54.5 |
| 4.8% | 6.8% | 10.1% | Profit Before Income Taxes/Assets | (1.9%) | 8.3% | 12.5% |
| 9.7% | 15.1% | 15.1% | Net Income/Equity | (6.4%) | 10.7% | 10.7% |

Average (Median) PBIT—Custom Compression and Reinforced — Sales less than $5 million: 4.9 per cent — Sales $5-$10 million: 3.8 per cent

## CUSTOM COMPRESSION & REINFORCED MOLDERS BY SALES GROUPS

SURVEY NO. 23, 1984

| SALES $10 MILLION OR MORE | | | | |
|---|---|---|---|---|
| Less Profitable | Median | More Profitable | Operating Statements | |
| 100.0 | 100.0 | 100.0 | Net Sales | |
| 1.3 | 1.1 | 0.8 | Less Adjustments & Allowances | |
| 98.7 | 98.9 | 99.2 | Net Sales | |
| 39.4 | 40.6 | 43.7 | Direct Materials | |
| 11.3 | 11.0 | 10.7 | Direct Labor | |
| 16.3 | 13.3 | 10.3 | Indirect Labor | |
| 3.6 | 3.4 | 3.2 | Utilities | |
| 3.1 | 2.6 | 2.1 | Depreciation | |
| 9.0 | 8.7 | 8.7 | Other Mfg. Expense | |
| (0.8) | (0.4) | (0.1) | Net on Tool Transactions | |
| 2.1 | 3.6 | 4.9 | Selling Expenses | |
| 9.7 | 7.6 | 5.3 | Administrative Expense | |
| 5.0 | 8.5 | 10.4 | Operating Earnings | |
| 1.8 | 0.4 | 0.2 | Other Income or (Expense) | |
| 3.2 | 8.1 | 10.2 | Profit Before Income Taxes | |
| 1.2 | 3.4 | 4.5 | Income Taxes | |
| 2.0 | 4.7 | 5.7 | PROFIT AFTER INCOME TAXES | |
| 257.0% | 221.0% | 184.9% | Sales as Percentage of Total Assets | |
| | | | **Balance Sheets** | |
| 0.8 | 2.8 | 4.8 | Cash | |
| 28.9 | 26.3 | 23.8 | Accounts & Notes Receivable | |
| 13.1 | 18.5 | 23.9 | Inventory | |
| 3.7 | 2.2 | 0.7 | Other Current Assets | |
| 46.5 | 49.8 | 53.2 | CURRENT ASSETS | |
| 32.8 | 25.4 | 17.9 | Land & Buildings, at Cost | |
| 8.8 | 6.4 | 4.0 | Depreciation Reserve | |
| 56.8 | 55.8 | 54.8 | Machinery & Equipment, at Cost | |
| 32.6 | 29.5 | 26.3 | Depreciation Reserve | |
| 5.3 | 4.9 | 4.4 | Other Long-Term Assets | |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | |
| 4.7 | 2.7 | 0.6 | Current Portion of Term Debt | |
| 13.4 | 12.5 | 11.6 | Notes Payable | |
| 11.5 | 10.6 | 9.7 | Accounts Payable, Trade | |
| 12.0 | 12.8 | 13.7 | Other Payables & Accruals | |
| 41.6 | 38.6 | 35.6 | CURRENT LIABILITIES | |
| 19.5 | 14.0 | 8.4 | Other Long-Term Debt | |
| 61.1 | 52.6 | 44.0 | TOTAL LIABILITIES | |
| 38.9 | 47.4 | 56.0 | EQUITY (NET WORTH) | |
| | | | **Statistical Data** | |
| 23.6% | 25.3% | 27.0% | Percent Change in Sales, '84 vs '83 | |
| 22.1 | 37.9 | 59.3 | Cost of Sales/Inventory | |
| 41.0 | 43.4 | 47.0 | Average Collection Period | |
| 8.2% | 17.9% | 18.9% | Profit Before Income Taxes/Assets | |
| 13.2% | 23.3% | 18.8% | Net Income/Equity | |

Average (Median) PBIT—Custom Compression and Reinforced — Sales over $10 million: 8.1 per cent

## CUSTOM EXTRUSION MOLDERS BY SALES GROUPS — SURVEY NO. 23, 1984

| SALES LESS THAN $5 MILLION | | | Operating Statements | SALES $5-$10 MILLION | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | 100.0 |
| 2.2 | 1.3 | 0.4 | Less Adjustments & Allowances | 1.0 | 1.3 | 1.6 |
| 97.8 | 98.7 | 99.6 | Net Sales | 99.0 | 98.7 | 98.4 |
| 34.7 | 36.7 | 38.8 | Direct Materials | 56.9 | 53.7 | 49.9 |
| 13.9 | 13.3 | 12.7 | Direct Labor | 9.6 | 9.1 | 8.6 |
| 11.8 | 11.1 | 10.4 | Indirect Labor | 3.3 | 5.0 | 6.7 |
| 4.4 | 3.7 | 2.9 | Utilities | 3.0 | 2.8 | 2.5 |
| 1.9 | 2.5 | 3.1 | Depreciation | 2.4 | 2.1 | 1.9 |
| 15.6 | 11.9 | 8.2 | Other Mfg. Expense | 8.5 | 8.0 | 7.5 |
| (1.5) | (0.5) | 0.6 | Net on Tool Transactions | N.A. | 0.6 | 1.1 |
| 5.7 | 4.5 | 3.3 | Selling Expenses | 4.8 | 4.3 | 3.8 |
| 8.8 | 11.7 | 14.6 | Administrative Expense | 5.7 | 6.0 | 6.3 |
| 2.5 | 3.8 | 5.0 | Operating Earnings | 4.8 | 7.1 | 10.1 |
| 0.8 | 0.2 | 0.2 | Other Income or (Expense) | 2.3 | 2.2 | (0.1) |
| 1.7 | 3.6 | 4.8 | Profit Before Income Taxes | 2.5 | 4.9 | 10.2 |
| 0.3 | 0.7 | 1.0 | Income Taxes | 0.5 | 1.1 | 2.9 |
| 1.4 | 2.9 | 3.8 | PROFIT AFTER INCOME TAXES | 2.0 | 3.7 | 7.3 |
| 209.6% | 202.8% | 196.0% | Sales as Percentage of Total Assets | 250.6% | 222.2% | 193.7% |
| | | | **Balance Sheets** | | | |
| 2.0 | 2.6 | 3.1 | Cash | 2.4 | 4.4 | 6.3 |
| 29.0 | 24.7 | 20.3 | Accounts & Notes Receivable | 34.2 | 28.8 | 23.4 |
| 35.8 | 24.3 | 12.8 | Inventory | 26.6 | 21.0 | 15.3 |
| 9.0 | 4.9 | 0.8 | Other Current Assets | 1.9 | 3.8 | 5.7 |
| 75.8 | 56.5 | 37.0 | CURRENT ASSETS | 65.1 | 58.0 | 50.7 |
| 19.3 | 35.6 | 51.9 | Land & Buildings, at Cost | 13.8 | 16.4 | 19.0 |
| 6.7 | 9.8 | 12.9 | Depreciation Reserve | 5.9 | 4.4 | 2.9 |
| 24.9 | 31.9 | 38.9 | Machinery & Equipment, at Cost | 63.3 | 53.9 | 44.5 |
| 17.4 | 18.2 | 18.9 | Depreciation Reserve | 39.7 | 34.2 | 28.6 |
| 4.1 | 4.0 | 4.0 | Other Long-Term Assets | 3.4 | 10.3 | 17.3 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 3.9 | 3.3 | 2.7 | Current Portion of Term Debt | 7.1 | 5.7 | 4.2 |
| 14.5 | 10.0 | 5.4 | Notes Payable | 10.0 | 11.6 | 13.1 |
| 10.9 | 14.9 | 19.0 | Accounts Payable, Trade | 17.4 | 16.1 | 14.7 |
| 6.0 | 4.4 | 2.7 | Other Payables & Accruals | 5.5 | 4.9 | 4.3 |
| 35.3 | 32.6 | 29.8 | CURRENT LIABILITIES | 40.0 | 38.3 | 36.3 |
| 3.3 | 14.0 | 24.6 | Other Long-Term Debt | 11.2 | 9.0 | 6.7 |
| 38.6 | 46.6 | 54.4 | TOTAL LIABILITIES | 51.2 | 47.3 | 40.0 |
| 61.4 | 53.4 | 45.6 | EQUITY (NET WORTH) | 48.8 | 52.7 | 60.0 |
| | | | **Statistical Data** | | | |
| 29.0% | 35.4% | 41.7% | Percent Change in Sales, '84 vs '83 | 24.1% | 21.7% | 19.3 |
| 73.8 | 54.3 | 31.2 | Cost of Sales/Inventory | 45.7 | 42.1 | 36.6 |
| 50.5 | 44.5 | 37.8 | Average Collection Period | 49.8 | 47.3 | 44.1 |
| 3.6% | 7.3% | 9.4% | Profit Before Income Taxes/Assets | 6.3% | 10.9% | 19.8% |
| 4.8% | 11.0% | 16.3% | Net Income/Equity | 10.3% | 15.6% | 23.6% |

Average (Median) PBIT—Custom Extrusion — Sales less than $5 million: 2.9 per cent — Sales $5-$10 million: 3.7 per cent

## CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS

SURVEY NO. 23, 1984

| SALES $10 MILLION OR MORE | | | | |
|---|---|---|---|---|
| Less Profitable | Median | More Profitable | Operating Statements | |
| 100.0 | 100.0 | 100.0 | Net Sales | |
| 0.6 | 1.5 | 2.4 | Less Adjustments & Allowances | |
| 99.4 | 98.5 | 97.6 | Net Sales | |
| 60.5 | 56.0 | 46.4 | Direct Materials | |
| 9.6 | 8.4 | 7.2 | Direct Labor | |
| 2.8 | 2.8 | 2.8 | Indirect Labor | |
| 2.0 | 2.3 | 2.5 | Utilities | |
| 1.6 | 2.3 | 3.2 | Depreciation | |
| 7.1 | 7.1 | 7.1 | Other Mfg. Expense | |
| 1.3 | 0.6 | N.A. | Net on Tool Transactions | |
| 2.4 | 5.4 | 8.5 | Selling Expenses | |
| 3.6 | 4.7 | 5.8 | Administrative Expense | |
| 8.5 | 8.9 | 14.1 | Operating Earnings | |
| 0.7 | 0.5 | 0.0 | Other Income or (Expense) | |
| 7.8 | 8.4 | 14.1 | Profit Before Income Taxes | |
| 3.3 | 3.7 | 5.2 | Income Taxes | |
| 4.5 | 4.7 | 8.9 | PROFIT AFTER INCOME TAXES | |
| 321.0% | 256.1% | 191.6% | Sales as Percentage of Total Assets | |
| | | | **Balance Sheets** | |
| 12.6 | 8.3 | 4.1 | Cash | |
| 32.5 | 27.4 | 22.2 | Accounts & Notes Receivable | |
| 29.5 | 27.1 | 24.6 | Inventory | |
| 1.7 | 1.1 | 0.5 | Other Current Assets | |
| 76.3 | 63.9 | 51.4 | CURRENT ASSETS | |
| 8.7 | 10.9 | 13.1 | Land & Buildings, at Cost | |
| 3.1 | 3.8 | 4.5 | Depreciation Reserve | |
| 53.6 | 59.8 | 66.0 | Machinery & Equipment, at Cost | |
| 35.9 | 33.7 | 31.4 | Depreciation Reserve | |
| 0.4 | 2.9 | 5.4 | Other Long-Term Assets | |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | |
| 2.3 | 3.3 | 4.3 | Current Portion of Term Debt | |
| 15.2 | 7.6 | N.A. | Notes Payable | |
| 12.6 | 11.9 | 11.2 | Accounts Payable, Trade | |
| 1.6 | 4.9 | 8.0 | Other Payables & Accruals | |
| 31.7 | 27.7 | 23.5 | CURRENT LIABILITIES | |
| 9.8 | 7.0 | 4.1 | Other Long-Term Debt | |
| 41.5 | 34.7 | 27.6 | TOTAL LIABILITIES | |
| 58.4 | 65.3 | 72.4 | EQUITY (NET WORTH) | |
| | | | **Statistical Data** | |
| 26.9% | 28.5% | 30.0% | Percent Change in Sales, '84 vs '83 | |
| 39.8 | 48.0 | 65.6 | Cost of Sales/Inventory | |
| 37.0 | 39.1 | 42.4 | Average Collection Period | |
| 25.0% | 21.5% | 26.9% | Profit Before Income Taxes/Assets | |
| 24.7% | 24.0% | 23.5% | Net Income/Equity | |

Average (Median) PBIT—Custom Extrusion — Sales over $10 million: 8.4 per cent

## OTHER CUSTOM PROCESSORS BY SALES GROUPS

## SURVEY NO. 23, 1984

| SALES LESS THAN $5 MILLION | | | Operating Statements | SALES $5-$10 MILLION | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | 100.0 |
| 0.3 | 0.4 | 0.5 | Less Adjustments & Allowances | 1.7 | 1.7 | 1.7 |
| 99.7 | 99.6 | 99.5 | Net Sales | 98.3 | 98.3 | 98.3 |
| 40.4 | 41.2 | 41.7 | Direct Materials | 44.5 | 42.7 | 41.7 |
| 14.3 | 12.7 | 11.1 | Direct Labor | 10.5 | 10.8 | 11.1 |
| 4.4 | 4.7 | 4.9 | Indirect Labor | 5.4 | 6.7 | 7.9 |
| 3.4 | 3.5 | 3.6 | Utilities | 2.8 | 2.0 | 1.2 |
| 2.1 | 2.1 | 2.1 | Depreciation | 2.0 | 1.8 | 1.6 |
| 13.2 | 12.1 | 11.0 | Other Mfg. Expense | 10.0 | 10.4 | 10.9 |
| 0.7 | 0.7 | 0.7 | Net on Tool Transactions | 0.6 | 0.4 | 0.2 |
| 9.2 | 5.6 | 2.1 | Selling Expenses | 6.0 | 4.6 | 3.1 |
| 8.9 | 10.7 | 12.6 | Administrative Expense | 9.5 | 8.2 | 6.9 |
| 3.1 | 6.3 | 9.7 | Operating Earnings | 7.0 | 10.7 | 13.7 |
| 1.3 | 1.3 | 1.1 | Other Income or (Expense) | 0.6 | 0.6 | 1.7 |
| 1.8 | 5.0 | 8.6 | Profit Before Income Taxes | 6.4 | 10.1 | 12.0 |
| 0.6 | 1.7 | 2.5 | Income Taxes | 2.0 | 4.2 | 5.6 |
| 1.2 | 3.3 | 6.1 | PROFIT AFTER INCOME TAXES | 4.4 | 5.9 | 6.4 |
| 230.0% | 205.7% | 181.3% | Sales as Percentage of Total Assets | 226.9% | 216.6% | 206.3% |
| | | | **Balance Sheets** | | | |
| 1.7 | 5.3 | 8.8 | Cash | 4.0 | 5.4 | 6.7 |
| 30.2 | 29.1 | 28.0 | Accounts & Notes Receivable | 22.1 | 26.7 | 31.4 |
| 18.6 | 17.2 | 15.8 | Inventory | 16.0 | 25.8 | 35.6 |
| 4.9 | 3.2 | 1.5 | Other Current Assets | 1.1 | 1.0 | 1.0 |
| 55.4 | 54.8 | 54.1 | CURRENT ASSETS | 43.2 | 58.9 | 74.7 |
| 22.9 | 29.6 | 36.3 | Land & Buildings, at Cost | 22.1 | 17.8 | 13.4 |
| 5.1 | 9.7 | 14.2 | Depreciation Reserve | 8.4 | 8.1 | 7.8 |
| 46.4 | 41.8 | 37.2 | Machinery & Equipment, at Cost | 55.7 | 48.4 | 41.1 |
| 23.1 | 22.3 | 21.5 | Depreciation Reserve | 32.5 | 28.7 | 24.8 |
| 3.5 | 5.8 | 8.1 | Other Long-Term Assets | 19.9 | 11.7 | 3.4 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 4.4 | 4.2 | 4.0 | Current Portion of Term Debt | 5.3 | 3.2 | 1.1 |
| 13.5 | 22.3 | 31.0 | Notes Payable | 12.1 | 8.2 | 4.3 |
| 27.4 | 20.8 | 14.1 | Accounts Payable, Trade | 12.4 | 8.7 | 5.0 |
| 5.8 | 7.7 | 9.6 | Other Payables & Accruals | 7.9 | 9.1 | 10.2 |
| 51.1 | 55.0 | 58.7 | CURRENT LIABILITIES | 37.7 | 29.2 | 20.6 |
| 17.4 | 12.0 | 6.6 | Other Long-Term Debt | 8.4 | 5.7 | 5.0 |
| 68.5 | 67.0 | 65.3 | TOTAL LIABILITIES | 46.1 | 34.9 | 25.6 |
| 31.5 | 33.0 | 34.7 | EQUITY (NET WORTH) | 53.9 | 65.1 | 74.4 |
| | | | **Statistical Data** | | | |
| 28.5% | 25.8% | 23.0% | Percent Change in Sales, '84 vs '83 | 13.6% | 17.9% | 22.2 |
| 37.8 | 39.8 | 42.5 | Cost of Sales/Inventory | 33.5 | 57.1 | 82.8 |
| 47.9 | 51.6 | 56.4 | Average Collection Period | 35.6 | 45.0 | 55.6 |
| 4.1% | 10.3% | 15.6% | Profit Before Income Taxes/Assets | 14.5% | 21.9% | 24.8% |
| 8.8% | 20.6% | 31.9% | Net Income/Equity | 18.5% | 19.7% | 17.7% |

Average (Median) PBIT—Custom Other — Sales less than $5 million: 5.0 per cent — Sales $5-$10 million: 10.1 per cent

## OTHER CUSTOM PROCESSORS BY SALES GROUPS

SURVEY NO. 23, 1984

| SALES $10 MILLION OR MORE | | | | |
|---|---|---|---|---|
| Less Profitable | Median | More Profitable | Operating Statements | |
| 100.0 | 100.0 | 100.0 | Net Sales | |
| 1.3 | 2.5 | 3.6 | Less Adjustments & Allowances | |
| 98.7 | 97.5 | 96.4 | Net Sales | |
| 44.8 | 43.8 | 43.3 | Direct Materials | |
| 14.6 | 12.5 | 10.7 | Direct Labor | |
| 11.3 | 8.9 | 7.2 | Indirect Labor | |
| 3.8 | 3.8 | 3.8 | Utilities | |
| 3.0 | 2.7 | 2.3 | Depreciation | |
| 10.6 | 10.7 | 11.4 | Other Mfg. Expense | |
| (0.1) | (0.3) | (0.6) | Net on Tool Transactions | |
| 4.7 | 3.8 | 2.9 | Selling Expenses | |
| 7.5 | 7.1 | 7.0 | Administrative Expense | |
| (1.5) | 4.5 | 8.4 | Operating Earnings | |
| 1.7 | 1.5 | 1.5 | Other Income or (Expense) | |
| (3.2) | 3.0 | 6.9 | Profit Before Income Taxes | |
| (1.0) | 1.0 | 1.4 | Income Taxes | |
| (2.2) | 2.0 | 5.5 | PROFIT AFTER INCOME TAXES | |
| 190.0% | 194.6% | 199.1% | Sales as Percentage of Total Assets | |
| | | | **Balance Sheets** | |
| 0.9 | 2.4 | 3.9 | Cash | |
| 23.7 | 23.6 | 23.5 | Accounts & Notes Receivable | |
| 21.0 | 17.6 | 14.1 | Inventory | |
| 2.7 | 2.6 | 2.6 | Other Current Assets | |
| 48.3 | 46.2 | 44.1 | CURRENT ASSETS | |
| 29.6 | 27.8 | 25.7 | Land & Buildings, at Cost | |
| 8.5 | 6.7 | 4.8 | Depreciation Reserve | |
| 59.9 | 63.9 | 67.9 | Machinery & Equipment, at Cost | |
| 33.2 | 33.7 | 34.2 | Depreciation Reserve | |
| 3.9 | 2.5 | 1.3 | Other Long-Term Assets | |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | |
| 6.7 | 4.6 | 2.5 | Current Portion of Term Debt | |
| 7.0 | 8.1 | 9.1 | Notes Payable | |
| 9.7 | 8.9 | 8.2 | Accounts Payable, Trade | |
| 9.6 | 9.8 | 9.9 | Other Payables & Accruals | |
| 33.0 | 31.4 | 29.7 | CURRENT LIABILITIES | |
| 36.7 | 29.2 | 21.9 | Other Long-Term Debt | |
| 69.7 | 60.6 | 51.6 | TOTAL LIABILITIES | |
| 30.3 | 39.4 | 49.4 | EQUITY (NET WORTH) | |
| | | | **Statistical Data** | |
| 17.2% | 17.4% | 17.5% | Percent Change in Sales, '84 vs '83 | |
| 45.1 | 38.9 | 31.4 | Cost of Sales/Inventory | |
| 45.5 | 44.3 | 43.1 | Average Collection Period | |
| (6.1%) | 5.8% | 13.3% | Profit Before Income Taxes/Assets | |
| (13.8%) | 9.9% | 21.4% | Net Income/Equity | |

Average (Median) PBIT—Custom Other — Sales over $10 million: 3.0 per cent

## PLASTICS PROCESSING INDUSTRY BY END USE

## SURVEY NO. 23, 1984

| APPLIANCES | | | Operating Statements | CONSTRUCTION | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| | 100.0 | | Net Sales | 100.0 | 100.0 | 100.0 |
| | 1.3 | | Less Adjustments & Allowances | 1.7 | 1.1 | 0.5 |
| | 98.7 | | Net Sales | 98.3 | 98.9 | 99.5 |
| | 41.9 | | Direct Materials | 49.1 | 49.0 | 48.8 |
| | 10.7 | | Direct Labor | 9.9 | 9.8 | 9.7 |
| | 9.8 | | Indirect Labor | 5.0 | 5.2 | 5.4 |
| | 3.4 | | Utilities | 3.0 | 2.0 | 1.9 |
| | 3.0 | | Depreciation | 2.4 | 2.5 | 2.7 |
| | 11.0 | | Other Mfg. Expense | 7.5 | 7.2 | 6.8 |
| | 0.5 | | Net on Tool Transactions | 0.8 | 1.3 | 1.8 |
| | 3.7 | | Selling Expenses | 3.7 | 4.1 | 4.5 |
| | 9.7 | | Administrative Expense | 9.0 | 7.6 | 6.2 |
| | 5.0 | | Operating Earnings | 7.9 | 10.2 | 11.7 |
| | 1.0 | | Other Income or (Expense) | 5.2 | 3.1 | 1.4 |
| | 4.0 | | Profit Before Income Taxes | 2.7 | 6.9 | 10.3 |
| | 0.2 | | Income Taxes | 0.2 | 2.3 | 4.1 |
| | 3.8 | | PROFIT AFTER INCOME TAXES | 2.5 | 4.6 | 6.2 |
| | 185.3% | | Sales as Percentage of Total Assets | 232.0% | 218.1% | 204.2% |
| | | | **Balance Sheets** | | | |
| | 2.1 | | Cash | 5.0 | 4.8 | 4.5 |
| | 27.2 | | Accounts & Notes Receivable | 35.8 | 30.6 | 25.3 |
| | 15.4 | | Inventory | 19.6 | 23.0 | 26.4 |
| | 1.1 | | Other Current Assets | 2.8 | 2.1 | 1.3 |
| | 45.8 | | CURRENT ASSETS | 63.2 | 60.5 | 57.5 |
| | 21.4 | | Land & Buildings, at Cost | 16.4 | 18.2 | 19.0 |
| | 6.4 | | Depreciation Reserve | 4.5 | 5.7 | 6.9 |
| | 63.0 | | Machinery & Equipment, at Cost | 52.5 | 50.8 | 49.1 |
| | 32.1 | | Depreciation Reserve | 31.8 | 28.6 | 24.0 |
| | 8.3 | | Other Long-Term Assets | 4.2 | 4.8 | 5.3 |
| | 100.0 | | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| | 4.3 | | Current Portion of Term Debt | 6.2 | 5.9 | 5.5 |
| | 21.8 | | Notes Payable | 22.0 | 19.1 | 16.2 |
| | 12.0 | | Accounts Payable, Trade | 17.1 | 14.1 | 11.1 |
| | 8.0 | | Other Payables & Accruals | 5.2 | 8.2 | 11.3 |
| | 46.1 | | CURRENT LIABILITIES | 50.5 | 47.3 | 44.1 |
| | 8.9 | | Other Long-Term Debt | 14.4 | 12.8 | 11.3 |
| | 55.0 | | TOTAL LIABILITIES | 64.9 | 60.1 | 55.4 |
| | 45.0 | | EQUITY (NET WORTH) | 35.1 | 39.9 | 44.6 |
| | | | **Statistical Data** | | | |
| | 18.5% | | Percent Change in Sales, '84 vs '83 | 19.5% | 22.8% | 26.0 |
| | 37.4 | | Cost of Sales/Inventory | 39.2 | 50.1 | 62.3 |
| | 53.6 | | Average Collection Period | 56.3 | 51.2 | 45.2 |
| | 7.4% | | Profit Before Income Taxes/Assets | 6.3% | 15.0% | 21.0% |
| | 15.6% | | Net Income/Equity | 16.5% | 25.1% | 28.4% |

Average (Median) PBIT—End Use — Appliance: 4.0 per cent. Too few responses to report below and above average PBIT firms separately. — Construction: 6.9 per cent

## PLASTICS PROCESSING INDUSTRY BY END USE

## SURVEY NO. 23, 1984

| ELECTRONICS | | | Operating Statements | PACKAGING | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | 100.0 | 100.0 | 100.0 |
| 0.7 | 1.1 | 1.5 | Less Adjustments & Allowances | 1.1 | 1.2 | 1.2 |
| 99.3 | 98.9 | 98.5 | Net Sales | 98.9 | 98.8 | 98.8 |
| 41.7 | 39.8 | 37.8 | Direct Materials | 44.3 | 43.6 | 42.2 |
| 13.4 | 12.0 | 10.7 | Direct Labor | 12.1 | 11.6 | 10.9 |
| 9.9 | 9.6 | 9.2 | Indirect Labor | 4.5 | 5.0 | 5.4 |
| 3.4 | 3.0 | 2.6 | Utilities | 3.8 | 4.0 | 4.1 |
| 3.6 | 3.2 | 2.8 | Depreciation | 3.6 | 3.1 | 2.6 |
| 11.9 | 11.4 | 10.9 | Other Mfg. Expense | 11.9 | 12.1 | 12.3 |
| 0.4 | 0.7 | 0.9 | Net on Tool Transactions | 0.1 | (0.2) | (0.5) |
| 4.4 | 4.3 | 4.2 | Selling Expenses | 5.1 | 4.8 | 4.3 |
| 7.8 | 7.9 | 8.1 | Administrative Expense | 9.0 | 8.5 | 7.9 |
| 2.8 | 7.0 | 11.3 | Operating Earnings | 4.5 | 6.3 | 9.6 |
| 1.0 | 1.8 | 2.1 | Other Income or (Expense) | 2.4 | 2.3 | 1.0 |
| 1.8 | 5.2 | 9.2 | Profit Before Income Taxes | 2.1 | 4.0 | 8.6 |
| 0.6 | 1.8 | 3.6 | Income Taxes | 0.3 | 1.2 | 2.5 |
| 1.2 | 3.4 | 5.6 | PROFIT AFTER INCOME TAXES | 1.8 | 2.8 | 6.1 |
| 186.1% | 178.9% | 171.6% | Sales as Percentage of Total Assets | 210.4% | 204.8% | 199.1% |
| | | | **Balance Sheets** | | | |
| 1.2 | 1.4 | 1.5 | Cash | 1.6 | 4.5 | 7.4 |
| 29.2 | 27.1 | 25.0 | Accounts & Notes Receivable | 20.6 | 21.9 | 23.2 |
| 18.1 | 18.0 | 17.9 | Inventory | 17.1 | 17.8 | 18.4 |
| 4.0 | 3.4 | 2.8 | Other Current Assets | 1.0 | 1.8 | 2.6 |
| 52.5 | 49.9 | 47.2 | CURRENT ASSETS | 40.3 | 46.0 | 51.6 |
| 22.8 | 21.9 | 21.0 | Land & Buildings, at Cost | 24.2 | 20.3 | 16.9 |
| 9.0 | 6.6 | 4.1 | Depreciation Reserve | 8.6 | 7.5 | 6.8 |
| 67.0 | 61.1 | 55.1 | Machinery & Equipment, at Cost | 71.3 | 70.1 | 69.0 |
| 35.4 | 29.6 | 23.7 | Depreciation Reserve | 35.6 | 35.6 | 35.7 |
| 2.1 | 3.3 | 4.5 | Other Long-Term Assets | 8.4 | 6.7 | 5.0 |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | 100.0 | 100.0 | 100.0 |
| 6.4 | 5.5 | 4.5 | Current Portion of Term Debt | 6.5 | 4.8 | 3.0 |
| 17.6 | 15.4 | 13.2 | Notes Payable | 23.6 | 15.0 | 6.3 |
| 20.5 | 17.3 | 14.0 | Accounts Payable, Trade | 14.2 | 12.7 | 11.2 |
| 8.4 | 9.2 | 10.0 | Other Payables & Accruals | 7.7 | 8.4 | 9.0 |
| 52.9 | 47.4 | 41.7 | CURRENT LIABILITIES | 52.0 | 40.9 | 29.5 |
| 7.8 | 7.7 | 7.6 | Other Long-Term Debt | 15.8 | 10.9 | 6.0 |
| 60.7 | 55.1 | 49.3 | TOTAL LIABILITIES | 67.8 | 51.8 | 35.5 |
| 39.3 | 44.9 | 50.7 | EQUITY (NET WORTH) | 32.2 | 48.2 | 64.5 |
| | | | **Statistical Data** | | | |
| 18.8% | 21.1% | 23.3% | Percent Change in Sales, '84 vs '83 | 23.0% | 22.3% | 21.5 |
| 42.0 | 45.8 | 50.4 | Cost of Sales/Inventory | 36.5 | 39.4 | 42.9 |
| 57.3 | 55.3 | 53.2 | Average Collection Period | 35.7 | 39.0 | 42.5 |
| 3.3% | 9.3% | 15.8% | Profit Before Income Taxes/Assets | 4.4% | 8.2% | 17.1% |
| 5.7% | 13.5% | 19.0% | Net Income/Equity | 11.8% | 11.9% | 18.8% |

Average (Median) PBIT—End Use — Electronics: 5.2 per cent — Packaging: 4.0 per cent

## PLASTICS PROCESSING INDUSTRY BY END USE

## SURVEY NO. 23, 1984

| TRANSPORTATION | | | Operating Statements | MEDICAL | | |
|---|---|---|---|---|---|---|
| Less Profitable | Median | More Profitable | | Less Profitable | Median | More Profitable |
| 100.0 | 100.0 | 100.0 | Net Sales | | 100.0 | |
| 0.8 | 1.2 | 1.7 | Less Adjustments & Allowances | | 1.4 | |
| 99.2 | 98.8 | 98.3 | Net Sales | | 98.6 | |
| 45.6 | 44.1 | 42.7 | Direct Materials | | 39.9 | |
| 11.7 | 11.8 | 11.9 | Direct Labor | | 11.8 | |
| 10.5 | 8.0 | 5.5 | Indirect Labor | | 8.3 | |
| 3.0 | 3.0 | 3.0 | Utilities | | 4.3 | |
| 3.0 | 2.4 | 1.8 | Depreciation | | 3.2 | |
| 9.3 | 9.4 | 9.5 | Other Mfg. Expense | | 9.9 | |
| (0.7) | 0.2 | 1.1 | Net on Tool Transactions | | 1.3 | |
| 4.5 | 4.0 | 3.4 | Selling Expenses | | 4.8 | |
| 8.1 | 8.1 | 8.0 | Administrative Expense | | 7.9 | |
| 4.2 | 7.8 | 11.4 | Operating Earnings | | 7.2 | |
| 1.5 | 1.5 | 0.9 | Other Income or (Expense) | | 2.2 | |
| 2.7 | 6.3 | 10.5 | Profit Before Income Taxes | | 5.0 | |
| 0.2 | 2.4 | 3.7 | Income Taxes | | 1.8 | |
| 2.3 | 3.9 | 6.8 | PROFIT AFTER INCOME TAXES | | 3.2 | |
| 201.5% | 224.3% | 247.0% | Sales as Percentage of Total Assets | | 111.1% | |
| | | | **Balance Sheets** | | | |
| 1.0 | 4.5 | 8.0 | Cash | | 2.0 | |
| 31.5 | 29.2 | 26.9 | Accounts & Notes Receivable | | 29.5 | |
| 16.2 | 18.3 | 20.3 | Inventory | | 18.2 | |
| 3.7 | 2.7 | 1.7 | Other Current Assets | | 3.7 | |
| 52.4 | 54.7 | 56.9 | CURRENT ASSETS | | 53.4 | |
| 24.5 | 22.6 | 20.8 | Land & Buildings, at Cost | | 32.1 | |
| 8.2 | 6.5 | 4.9 | Depreciation Reserve | | 6.8 | |
| 59.1 | 56.4 | 53.7 | Machinery & Equipment, at Cost | | 50.0 | |
| 31.6 | 31.1 | 30.5 | Depreciation Reserve | | 32.6 | |
| 3.8 | 3.9 | 4.0 | Other Long-Term Assets | | 3.9 | |
| 100.0 | 100.0 | 100.0 | TOTAL ASSETS | | 100.0 | |
| 5.0 | 4.2 | 3.5 | Current Portion of Term Debt | | 4.5 | |
| 17.6 | 12.8 | 7.9 | Notes Payable | | 10.6 | |
| 16.3 | 16.7 | 17.2 | Accounts Payable, Trade | | 17.0 | |
| 7.5 | 9.0 | 10.5 | Other Payables & Accruals | | 9.0 | |
| 46.4 | 42.7 | 39.1 | CURRENT LIABILITIES | | 41.1 | |
| 20.9 | 16.3 | 11.6 | Other Long-Term Debt | | 13.2 | |
| 67.3 | 59.0 | 50.7 | TOTAL LIABILITIES | | 54.3 | |
| 32.7 | 41.0 | 49.3 | EQUITY (NET WORTH) | | 45.7 | |
| | | | **Statistical Data** | | | |
| 19.0% | 27.7% | 36.3% | Percent Change in Sales, '84 vs '83 | | 20.6% | |
| 35.0 | 37.3 | 39.4 | Cost of Sales/Inventory | | 75.9 | |
| 57.1 | 47.5 | 39.8 | Average Collection Period | | 96.9 | |
| 5.4% | 14.1% | 25.9% | Profit Before Income Taxes/Assets | | 5.6% | |
| 14.2% | 21.3% | 34.1% | Net Income/Equity | | 7.8% | |

Average (Median) PBIT—End Use — Transportation: 6.3 per cent — Medical: 5.0 per cent: Too few responses to report below and above average firms separately

## DEFINITIONS

1. **Accounts Payable, Trade** — Amounts owed for goods or services, related to a firm's primary activity, under an informal credit agreement—usually payable within one or two months.
2. **Administrative Expense** — An expense related to the enterprise as a whole as contrasted to expenses related to more specific functions such as manufacturing or selling.
3. **Buildings** — Factory buildings, store buildings, garages, warehouses and so on.
4. **Capitalized Lease Obligations** — The present value of future commitments for cash payments to be made in return for the right to use property owned by someone else.
5. **Cash** — Currency and coins, negotiable checks, and balances in bank accounts.
6. **Current Portion of Long Term Debt** — Long-term debt falling due within one year of the balance sheet date.
7. **Depreciation Expense** — The cost of assets used in manufacturing which is allocated to the period covered by the operating statement.
8. **Depreciation Reserve** — The cumulative amount of the cost of long-term assets (land and buildings, machinery and equipment, and mold, tools, dies) that has been allocated to prior periods in measuring net income or to cost of production.
9. **Direct Labor** — Cost of labor, including fringe benefits, applied and assigned directly to the manufacture of a product.
10. **Direct Material** — Cost of material including inbound freight, applied and assigned directly to the manufacture of a product.
11. **Direct Packaging and Shipping Supplies** — Costs of supplies directly applied to the packaging and shipping of units of manufactured products to customers.
12. **Equity** — The difference between total assets and total liabilities.
13. **FIFO** -- First in, first out method of inventory valuation under which ending inventory is computed from more recent purchases and cost of goods sold in computed from oldest purchases including beginning inventory.
14. **Finished Goods Inventory** — Completed but unsold manufactured products.
15. **Inbound Freight** — The cost of freight or shipping incurred in acquiring inventory.
16. **Indirect Labor** — A cost, including fringe benefits, of labor that is not directly applied to the manufacture of a product such as for foremen.
17. **Interest Expense or (Income)** — The difference between interest paid and interest received.
18. **Land** — Site at cost plus the cost of any undepreciable improvements.
19. **LIFO** — Last in, first out method of inventory valuation where the ending inventory is computed from cost of the oldest units and cost of goods sold is the cost of most recently acquired units.
20. **LIFO Reserve** — Current or FIFO historical cost of ending inventory less LIFO historical cost.
21. **Lease Expense** — The amount payable to the owner of an asset for its use during the period covered by the operating statement.
22. **Machinery and Equipment** — Machinery and Equipment, with life of more than one year, valued at cost.
23. **Marketable Securities** — Government bonds, or stocks and bonds of corporations which the firm plans to hold for a relatively short period of time and which can be bought and sold readily.
24. **Molds, Tools, Dies** — Molds, Tools and Dies with life of more than one year, valued at cost.
25. **Net on Tool Transaction** — The difference between the amount paid for small tools (life less than one year) and the amount received for the sale of such tools.
26. **Net Sales** — Sales (excluding tooling) at gross invoice amount less return allowances, freight paid for customers and discounts taken.
27. **Notes Payable including Bank Loans** — The face amount of promissory notes given in connection with loans from the bank or the purchase of goods or services.
28. **Operating Earnings** — Net sales less the total of all expenses listed on the questionnaire from out going freight to research and development expense inclusive.
29. **Notes Receivable** — Amounts due from customers or from others to whom loans have been made or credit extended, when the claim has been put into writing in the form of a promissory note.
30. **Other Current Assets** — Prepayments, receivables other than trade accounts and notes, manufacturing supplies, spare parts, small tools, office supplies, etc.

31. **Other Expense or (Income)** — The difference between outlays and receipts on transactions (other than receipt or payment of interest) not related to the primary purpose of the firm such as income on investments, gains or losses on sale of assets, etc.
32. **Other Fixed Factory Expense** — Costs, other than those included in questionnaire, that are not directly associated with identifiable units of a product such as property taxes, insurance, etc.
33. **Other Long-Term Assets** — Assets, other than those specifically listed in the questionnaire, which are expected to last more than one year including capitalized leases, goodwill, etc.
34. **Other Long Term Debt** — Obligations (other than Real Estate Mortgages) having due dates, or maturities, more than one year after the balance sheet date.
35. **Other Payables and Accruals** — All current liabilities other than the three enumerated: current portions of long term debt, notes payable including bank loans and trade accounts payable.
36. **Other Selling Expense** — Selling expenses (other than sales commissions) including compensation of salesmen, travel, advertising, etc.
37. **Other Variable Manufacturing Expense** — Expenses, not specifically called for in questionnaire that vary with level of output but cannot be identified with any particular unit of product, such as cleaning supplies, rags, work clothes, etc.
38. **Outgoing Freight** — The cost of freight or shipping incurred in selling inventory.
39. **Packaging and Shipping Supplies** — Inventory of supplies applied directly to the packaging and shipping of manufactured product.
40. **Profit After Income Taxes** — Profit before income taxes less Federal income tax and other income taxes.
41. **Profit Before Income Taxes** — Operating earnings less Interest expense and other expense.
42. **Provision For Income Taxes Payable** — The estimated liability for income taxes accumulated and unpaid, based on the taxable income of the firm from the beginning of the taxable year to the date of the balance sheet.
43. **Raw Material Inventory** — Unused materials from which manufactured products are to be made.
44. **Real Estate Mortgages** — Mortgages on land and its improvements and buildings.
45. **Research and Development Expense** — Expenses for research—activities aimed at discovering new knowledge in the hope that such activity will be useful in creating a new product, process or service. Expenses for development—activities to translate research findings or other knowledge into a new or improved product, process or service.
46. **Sales Commission** — Commissions paid to salespersons or other selling agents. Do not include salaries of salespersons.
47. **Trade Accounts Receivable** — Amounts due from customers from the sale of goods relating to prime activity of business.
48. **Utilities** — Includes the cost of power, fuel, water and sewers.
49. **Work-in-Process Inventory** — Partially completed manufactured products.

**Procedure for Profits & Loss Statement**

The median for each item in the P & L statement is computed. Since the median is used the deduction (addition) of all costs (income) from sales will not necessarily yield the median for net profits before taxes. All costs (income) are adjusted proportionately to yield the net profit before tax median. The adjustments are minor for any one item. Similarly, the medians for federal and state income taxes are adjusted to yield the calculated median net profit after income taxes.

**Procedure for Balance Sheet**

The medians of the individual assets are adjusted proportionately to total 100 per cent.

The median of the individual liabilities are adjusted proportionately so that when added to the calculated median for the net worth will total 100 per cent.

**Definitions**

**Less Profitable** — Consists of all firms whose net profit before taxes is less than the median.

**More Profitable** —Consists of those firms whose net profit before taxes is equal to or greater than the median.

## ALPHABETICAL LIST OF PARTICIPANTS IN 1984 FINANCIAL AND OPERATING RATIOS SURVEY

### A

ACRO Extrusion Corp.
Wilmington, DE 19809

ADMO, Inc.
Bensenville, IL 60106

Advanced Custom Molding Inc.
Austin, TX 78754

Aim Packaging, Inc.
Port Clinton, OH 43452

Alamo Foam, Inc.
San Antonio, TX 78208

Allen Extruder, Inc.
Zeeland, MI 49464

Allied Industries, Inc.
Rogers, MN 55374

American Vinyl Co.
Hialeah, FL 33014

Anaheim Custom Extruders
Anaheim, CA 92806

ARMCO Composites
St. Charles, IL 60174

Automatic Molded Plastics, Inc.
South Bend, IN 46628

### B

Ball Unimark Plastics
Greenville, SC 29602

Big Sky Insulation Unlimited
Belgrade, MT 59714

Bird, Inc.
Bardstown, KY 40004

Bixby International Corp.
Newburyport, MA 01950

The Budd Co.
Madison Heights, MI 48071

Bunnell Plastics, Inc.
Mickleton, NJ 08056

### C

Cacoosing Industries, Inc.
Sinking Spring, PA 19608

Cadillac Products Inc.
Sterling Heights, MI 48077

Camfield Fiberglass Plastics
Zeeland, MI 49464

CertainTeed Corp.
Vinyl Bldg. Products Division
Valley Forge, PA 19482

Chili Plastics, Inc.
Rochester, NY 14624

Colgate Plastics Corp.
Buffalo, NY 14220

Continental Plastic Container
Stamford, CT 06904

Continental Plastics, Inc.
Triadelphia, WV 26059

Conwed Corporation
St. Paul, MN 55164

Corrosion Specialists Inc.
Berea, OH 44017

Creative Pultrusions, Inc.
Alum Bank, PA 15521

Crescent Plastics, Inc.
Evansville, IN 47711

Crosby Manufacturing Company
Crosby, MN 56441

Crown Divisions
Wooster, OH 44691

Cyro Industries
Woodcliff Lake, NJ 07675

Crystal-X Corp.
Lenni, PA 19052

### D

DeKalb Molded Plastics Co.
Butler, IN 46721

Delaware Valley Paper & Pkg. Inc.
Malvern, PA 19355

Dickmont Plastics Corp.
Stamford, CT 06902

Diemolding Corporation
Canastota, NY 13032

Dimco-Gray Company
Centerville, OH 45459

Dipak Manufacturing Co., Inc.
Westport, NY 12993

Doval
Div. of Tech Pak, Inc.
Morwood, MA 02062

### E

Eastern Steel Barrel Corp.
Piscataway, NJ 08854

EGC Corporation
Houston, TX 77222

Electro Foam Packaging Corp.
Sallisaw, OK 74955

Electro-General Plastics Corp.
Cleveland, OH 44120

Emabond Inc.
Norwood, NJ 07648

Ex-Cell-O Corporation
Athens, TN 37303

F

Fabri-Kal Corporation
Kalamazoo, MI 49001

Fibercast Company
Sand Springs, OK 74063

Fibergrate Corporation
Dallas, TX 75381-4610

Fleck Company, Inc.
Auburn, WA 98002

FormPac Corp.
Sandusky, OH 44870

Formtech Enterprises Inc.
Stow, OH 44224

Freight Container Corp.
Oxnard, CA 93030

G

G.W. Fiberglass Inc.
O'Fallon, MO 63366

Gage Industries, Inc.
Lake Oswego, OR 97034

The General Industries Co.
Elyria, OH 44036

General Marble Corp.
Rancho Cucamonga, CA 92730

Gillette Co.
Boston, MA 02106

The Glastic Co.
Cleveland, OH 44121

Gougeon Brothers, Inc.
Bay City, MI 48706

Grantham, Inc.
Fairport Harbor, OH 44077

Gruber Systems, Inc.
Valencia, CA 91355

H

Hartzell Fan, Inc.
Piqua, OH 45356

Haysite Reinforced Plastics
Erie, PA 16509

Hoffer Plastics Corp.
South Elgin, IL 60177

Hopple Plastics Inc.
Florence, KY 41042

Hughes Plastics, Inc.
St. Joseph, MI 49085

Huron Plastics, Inc.
St. Clair, MI 48079

I

Igloo Corp.
Houston, TX 77449

Impact Extrusions, Inc.
Grand Prairie, TX 75053

Ingress-Plastene
Crawfordsville, IN 47933

Insulated Bldg. Systems
Sterling, VA 22102

Ironwood Plastics, Inc.
Ironwood, MI 49938

ITT Thermotech Division
Hopkins, MN 55343

J

Jason Products Co.
Emeryville, CA 94608

MFG Justin Tanks, DE 19947

K

Kessler Products Co., Inc.
Youngstown, OH 44501

King Plastics, Inc.
Orange, CA 92667

Kipp Mold
Upland, CA 91786

Koro Corp.
Hudson, MA 01776

Kurz-Kasch Inc.
Dayton, OH 45401

Kusan, Inc.
Brentwood, TN 37027

L

L.B. Plastics, Inc.
Mooresville, NC 28115

LTV Energy Products Co.
Sand Springs, OK 74063

Lauderdale Components, Inc.
Ft. Lauderale, FL 33309

Lenco Company
Waverly, NE 68462

Leon Plastics
Grand Rapics, MI 49508

Loral Packaging Inc.
Garwood, NJ 07027

Lunn Industries, Inc.
Wyandanch, NY 11798

**M**

Mankato Corporation
Mankato, MN 56002

Master Industries
Ansonia, OH 45303

Master Molded Products Corp.
Elgin, IL 60120

Menasha Corp.
Nennah, WI 54956

Michigan Plastics Products Co.
Grand Haven, MI 49417

Mid-State Plastics Inc.
Seagrove, NC 27341

Molded Container Corp.
Portalnd, OR 97202

Molded Fiber Glass Companies
Ashtabula, OH 44004

Moldex, Inc.
Putnam, CT 06260

The Molding Co.
Dayton, OH 45459

Moldtronics, Inc.
Downers Grove, IL 60515

Monarch Molders, Inc.
Dayton, OH 45409

Morrison Molded Fiber Glass Co.
Bristol, VA 24203-0580

**N**

National Plastics Corp.
Fort Wayne, IN 46825

Northwest EPS, Inc.
The Dalles, OR 97058

Norton/Chemplast
Wayne, NJ 07470

**P**

Pacific Allied Products Ltd.
Ewa Beach, HI 96707

Packaging Systems Corp.
Orangeburg, NY 10962

Parkway Plastics, Inc.
Piscataway, NJ 08854

Pine River Plastics, Inc.
St. Clair, MI 48079

Plano Molding Co.
Plano, IL 60545

Plastics Concept, Inc.
Huntington Beach, CA 92649

Plastic Engineering Inc.
Kalamazoo, MI 49002

Plastic Enterprises Co., Inc.
Independence, MO 64050

Plastics Industries, Inc.
Athens, TN 37303

Plastic Ingenuity, Inc.
Cross Plains, WI 53528

Plastic Moldings Corp.
Cincinnati, OH 45214

Plastics Mfg. Co.
Dallas, TX 75233

Plastofilm Industries, Inc.
Wheaton, IL 60189

Plastics Research Corp.
Cerritos, CA 90171

Plymouth Foam Products
Plymouth, WI 53073

Polymer Composites
Wincona, MN 55987

Poly Pipe Industries, Inc.
Gainesville, TX 76240

Portage Industries, Inc.
Portage, WI 53901

Precision Southeast Inc.
Myrtle Beach, SC 29577

Precision Custom Products, Inc.
DeGraff, OH 43318

Premix, Inc.
N. Kingsville, OH 44068

Prent Corp.
Janesville, WI 53547

Primex Plastics Corp.
Carson, CA 90745

Profile Extrusions Co.
Hastings, Mi 55033

Progressive Plastics, Inc.
Cleveland, OH 44135

**Q**

Quality Plastics Co., Inc.
Newberg, OR 97132

**R**

Ray Products Co., Inc.
El Monte, CA 91731

Recto Molded Products, Inc.
Cincinnati, OH 45209

Reed Plastics Corporation
Holden, MA 01520

Regal Plastics Co.
Kansas City, MO 64127

Reinhold Industries, Inc.
Santa Fe Springs, CA 90670

Richmond Plastics, Inc.
Richmond, VA 23235

Rockwell International
Troy, Mi 48084

Romeo Rim, Inc.
Romeo, MI 48065

Rostone
Lafayette, IN 47903

Royce Plastic Molding, Inc.
Indianapolis, IN 46226

S

S.C. Johnson & Son, Inc.
Racine, WI 53403

Seaquist Plastics
Mukwonago, WI 53149

A.O. Smith-Inland Inc.
Little Rock, AR 72209

Snow Corp.
Ft. Worth, TX 76107

Snyder Industries, Inc.
Lincoln, NE 68504

South Bend Plastics, Inc.
Mishawaka, IN 46545

Southern Plastics Co.
Columbia, SC 29202

Spir-It Inc.
Wakefield, MA

Spokane Plastics Inc.
Spokane, WA 99216

Structural Fibers Div.
Mentor, OH 44060

Structural Plastic Systems
Torrance, CA 90501

Styro-Molders Corp.
Colorado Springs, CO 80907

Sunbeam Plastics
Evansville, IN 47711

Surf Chemical, Inc.
Hackettstown, NJ 07846

T

Tara Products Corp.
Plasco Division
St. Louis, MO 63139

Techform, Inc.
Mount Airy, NC 27030

Tech-Way Industries, Inc.
Franklin, OH 45005

Teel Plastics Co., Inc.
Baraboo, WI 53913

Tex-Tube Div.
Cyclops Corp.
Houston, TX 77270

Textek Plastics Inc.
San Antonio, TX 78227

Therma Foam Inc.
Ft. Worth, TX 76106

Topcraft Industries, Inc.
Warminster, PA 18974

Trans Plastics, Inc.
Conneaut, OH 44030

Tri-Plas, Inc.
Ontario, CA 91761

U

UFE Inc.
Stillwater, MN 55082

United Southern Industries, Inc.
Forest City, NC 28043

V

Van Norman Molding Co.
Chicago, IL 60455

Vernay Products, Inc.
Yellow Springs, OH 45387

Variform Plastics Inc.
Kearney, MO 64060

W

Waterbury Companies
Waterbury, CT 06720

Web Plastics Co.
Richwood, OH 43344

Wess Plastic Molds, Inc.
Farmingdale, NY 11735

Westlake Plastics Co.
Lenni, PA 19052

Westmoreland Plastics Co.
Latrobe, PA 15650

Witt Plastics, Inc.
Greenville, OH 45331

Z

Zehrco Plastics, Inc.
Ashtabula, OH 44004

The Society of the
Plastics Industry, Inc.

SPI

# SurveyQuestionnaire

355 Lexington Avenue
New York, New York 10017
(212) 503-0600

## FINANCIAL AND OPERATING RATIOS SURVEY No. 23—1984

## CONFIDENTIAL

## FOR PLASTICS PROCESSORS WITH SALES OF LESS THAN $10 MILLION

TO: ALL SPI PLASTICS PROCESSING COMPANIES with 1984 sales of less than $10 million (raw materials producers, manufacturers of machinery, molds and auxiliary equipment, please disregard this questionnaire.)

This is the questionnaire for the twenty-third Financial and Operating Ratios Survey for **custom or proprietary plastics processing** firms engaged in compression, blow, or injection molding; extruding; reinforced plastics; or other methods of processing. If your plastics sales in 1984 were $10 million or more, call the SPI Statistical Department (212) 503-0647 for a different questionnaire.

This survey covers statements for the calendar year 1984 or the closest fiscal year. If you have separate operations engaged in different processes (e.g. an injection molding plant and an extrusion plant) or different businesses (e.g. a custom compression molding plant and a proprietary injection plant), please **complete a separate questionnaire for each operation.** If you are a division or plant in a multiproduct company where it is not possible to extract all balance sheet items, mark N.A. on such lines. If precise calculations are too difficult, reasonable estimates are acceptable.

As more processors convert to 6 and 7-day work weeks, it has been decided to reflect maximum capacity as 365 days less 10 holidays = 355 days x 24 hours = 8,500 Total Available Machine Hours.

This questionnaire is fairly simple to complete and will permit more meaningful groupings of ratios by different types and sizes of firms. All financial information is to be reported as percentages of sales or assets. Calculation of ratios will be performed during compilation of the data.

It is important to note that as the number of firms who participate increases, so will the level of detail of the data, by type of process and by sales size. This will make the report much more meaningful. So, we urge all processors to participate in this year's survey.

All individual company replies will, of course, be held in strictest confidence. Please return your completed questionnaire by February 28, 1985 to Dr. Ernest Kurnow in the preaddressed envelope enclosed. **All participants will automatically receive a copy of the final report provided the enclosed "Report Mailing Card" (yellow) is filled out and returned along with the completed questionnaire.** Make a copy of your completed questionnaire for your records.

This survey is sponsored by SPI's FINANCIAL MANAGEMENT COMMITTEE.

***Please return one copy of this questionnaire by February 28, 1985 to:***

**Dr. Ernest Kurnow**
**Professor of Business Statistics**
**Graduate School of Business Administration**
**New York University**
**100 Trinity Place**
**New York, NY 10006**

Plastics

**PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.**

## QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF LESS THAN $10 MILLION

## 1984— FINANCIAL AND OPERATING DATA—1984

### ASSET AND LIABILITY (BALANCE SHEET) DATA

**All figures, to one decimal place, as percentage of Total assets**

| | |
|---|---|
| Cash | _____ |
| Accounts Receivable | _____ |
| Inventory | _____ |
| Other Current Assets | _____ |
| TOTAL CURRENT ASSETS | _____ |
| Land & Buildings | _____ |
| Depreciation Reserve | (_____) |
| Machinery & Equipment | _____ |
| Depreciation Reserve | (_____) |
| Other Long-Term Assets | _____ |
| TOTAL ASSETS | 100.0% |
| Accounts Payable | _____ |
| Current Portion of Long-Term Liability | _____ |
| Other Current Liabilities | _____ |
| Notes Payable | _____ |
| Other Long Term Liabilities | _____ |
| Net Worth | _____ |
| TOTAL LIABILITIES AND NET WORTH | 100.0% |

### OPERATING (PROFIT AND LOSS) STATEMENT DATA

**All figures, to one decimal place, as a percentage of sales**

| | |
|---|---|
| Sales (Excluding Tooling) | 100.0% |
| Less Adjustments & Allowances | (_____) |
| Net Sales | _____ |
| Direct Labor | _____ |
| Direct Materials | _____ |
| Indirect Labor | _____ |
| Utilities | _____ |
| Depreciation | _____ |
| Other Manufacturing Expense | _____ |
| Net on Tooling Transactions | _____ |
| Selling Expenses | _____ |
| Administrative Expense | _____ |
| Other Expenses (Income) | _____ |
| Profit before Income Taxes | _____ |
| Income Taxes | _____ |
| Profit after Income Taxes | _____ |

Please note that all information will be held in strict confidence.

## QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF LESS THAN $10 MILLION

For purposes of classification and more meaningful analysis, please complete each of the following questions—

1. In 1984, what was your company's percentage change in net sales as compared to 1983?
_____% (plus or minus?)

2. In 1984, what was your Net Sales/Total Assets ratio? _____%

3. Are the ratios, as reported herein, based upon calendar 1984 or closest fiscal year?
☐ Calendar Year 1984
☐ Closest fiscal year ended _____ 19____
Month

4. In 1984, what was the average number of employees (production, sales and administration) involved in plastics processing? _____Employees

5. What was the percentage distribution of your 1984 sales by process type?

| | | | |
|---|---|---|---|
| Injection Molding | _____% | EPS Sheet Extrusion | _____% |
| Blow Molding | _____% | Finishing/Decorating | _____% |
| Compression/Transfer | _____% | Reinforced | _____% |
| Rotomolding | _____% | SMC Molding | _____% |
| Extrusion | _____% | Fabricating | _____% |
| Thermoforming | _____% | Other (Describe): | _____% |
| Reaction Injection Molding (RIM) | _____% | TOTAL | 100.0% |

Other (describe) _____

6. Approximately, what percentage of your 1984 sales were custom or proprietary?

| | |
|---|---|
| Custom | _____% |
| Proprietary | _____% |
| TOTAL | 100.0% |

7. In 1984, what was the percentage distribution of your sales according to end-use application?

| | | | |
|---|---|---|---|
| Appliances | _____% | Medical | _____% |
| Construction (excluding pipe/fittings) | _____% | Packaging | _____% |
| Siding | _____% | Toys | _____% |
| Electronics | _____% | Transportation | _____% |
| Furniture | _____% | *Other | _____% |
| Housewares | _____% | TOTAL | 100.0% |

*Other (describe): _____

8. In 1984, what were your plastics sales? (This information will only be used to determine how best to group similar size companies.)

☐ Under $500,000
☐ $ 500,000 to $ 999,999
☐ $1,000,000 to $1,999,999
☐ $2,000,000 to $2,999,999
☐ $3,000,000 to $3,999,999
☐ $4,000,000 to $4,999,999
☐ $5,000,000 to $5,999,999
☐ $6,000,000 to $6,999,999
☐ $7,000,000 to $7,999,999
☐ $8,000,000 to $8,999,999
☐ $9,000,000 to $9,999,999
☐ $10,000,000 and over (see below)

If your plastics sales in 1984 were $10 million or more, you should be completing a different questionnaire. Call the SPI Statistical Department at (212) 503-0647 and ask for the large processor Financial & Operating Ratios Survey Questionnaire.

9. If you are a molder of SMC, please check here. ☐

10. If you are a custom sheet extruder, please check here. ☐

11. If you are a thermoformer, please check here. ☐

Thank you for your cooperation. Please return your completed questionnaire by February 28, 1985.

*Please return one copy of this questionnaire by February 28, 1985 to:*

Dr. Ernest Kurnow
Professor of Business Statistics
Graduate School of Business Administration
New York University
100 Trinity Place
New York, NY 10006

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The Society of the
Plastics Industry, Inc.

SPI

# SurveyQuestionnaire

355 Lexington Avenue
New York, New York 10017
(212) 503-0600

## FINANCIAL AND OPERATING RATIOS SURVEY No. 23—1984

## CONFIDENTIAL

## FOR PLASTICS PROCESSORS WITH SALES OF $10 MILLION OR MORE

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This survey covers statements for the calendar year 1984 or the closest fiscal year. If you have separate operations engaged in different processes (e.g. an injection molding plant and an extrusion plant) or different businesses (e.g. a custom compression molding plant and a proprietary injection plant), please **complete a separate questionnaire for each operation.** If you are a division or plant in a multiproduct company where it is not possible to extract all balance sheet items, mark N.A. on such lines. If precise calculations are too difficult, reasonable estimates are acceptable.

As more processors convert to 6 and 7-day work weeks, it has been decided to reflect maximum capacity as 365 days less 10 holidays = 355 days x 24 hours = 8,500 Total Available Machine Hours.

This questionnaire is fairly simple to complete and will permit more meaningful groupings of ratios by different types and sizes of firms. All financial information is to be reported as percentages of sales or assets. Calculation of ratios will be performed during compilation of the data.

It is important to note that as the number of firms who participate increases, so will the level of detail of the data, by type of process and by sales size. This will make the report much more meaningful. So, we urge all processors to participate in this year's survey.

All individual company replies will, of course, be held in strictest confidence. Please return your completed questionnaire by February 28, 1985 to Dr. Ernest Kurnow in the preaddressed envelope enclosed. **All participants will automatically receive a copy of the final report provided the enclosed "Report Mailing Card" (yellow) is filled out and returned along with the completed questionnaire.** Make a copy of your completed questionnaire for your records.

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**Graduate School of Business Administration**
**New York University**
**100 Trinity Place**
**New York, NY 10006**

Plastics

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# QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF $10 MILLION OR MORE
# 1984 - FINANCIAL AND OPERATING DATA — 1984

## ASSET AND LIABILITY (BALANCE SHEET) DATA

All figures, to one decimal place, as percentage of Total assets)

| | |
|---|---|
| Cash and Marketable Securities | |
| Trade Accounts and Notes Receivable | |
| Raw Material Inventory (at FIFO ☐, LIFO ☐, Other ☐) | |
| Work in Process Inventory (at FIFO ☐, LIFO ☐, Other ☐) | |
| Finished Goods Inventory (at FIFO ☐, LIFO ☐, Other ☐) | |
| LIFO Reserve (if applicable) | |
| Packaging and Shipping Supplies | |
| Other Current Assets (Prepayments, other receivables, manufacturing supplies, spare parts, small tools, etc.) | |
| Land and Buildings (At cost) | |
| Depreciation Reserve | ( ) |
| Machinery and Equipment (At cost) | |
| Depreciation Reserve | ( ) |
| Molds, tools, dies (At cost) | |
| Depreciation Reserve | ( ) |
| Other Long-Term Assets (Capitalized Lease, Goodwill, etc.) | |
| **TOTAL ASSETS** | 100.0% |
| Current Portion of Long-Term Debt (due within one year) | |
| Notes Payable including Bank Loans | |
| Accounts Payable, Trade | |
| Other Payables and Accruals | |
| Provision for Income Taxes Payable | |
| Real Estate Mortgages | |
| Other Long-Term Debt | |
| Equity (Net Worth) | |
| **TOTAL LIABILITIES AND NET WORTH** | 100.0% |

## OPERATING (PROFIT AND LOSS) STATEMENT DATA

All figures, to one decimal place, as percentage of Net Sales

| | |
|---|---|
| Net Sales (Excluding tooling) | 100.0% |
| Outgoing Freight and Branch Warehousing | |
| Direct Materials (Including inbound freight) | |
| Direct Packaging & Shipping Supplies | |
| Direct Labor (Including fringe benefits) | |
| Indirect Labor (Including fringe benefits) | |
| Utilities (Power, fuel, water, sewer) | |
| Other Variable Manufacturing Expense | |
| Depreciation Expense | |
| Lease Expense | |
| Other Fixed Factory Expense (Property taxes, insurance, etc.) | |
| Net on Tool Transactions | |
| Sales Commissions | |
| Other Selling Expense (Salesman's compensation, travel, advertising, etc.) | |
| Administrative Expense | |
| Engineering Expense (if not included in manufacturing or selling expense) | |
| Research and Development Expense | |
| Operating Earnings | |
| Interest Expense or <Income> | |
| Other Expense or <Income> (Investment income, gains or losses on sales of assets, etc.) | |
| Profit Before Income Taxes | |
| Federal Income Tax | |
| Other Income Tax (State, Foreign, Local, etc.) | |
| Profit After Income Taxes | |

**PLEASE NOTE THAT ALL INFORMATION WILL BE HELD IN STRICT CONFIDENCE**

## STATISTICAL DATA

Net Sales/Total Assets ..... _____ %
Net Sales/Average Number of All Employees ..... _____ $/employee
Productive Machine Hours/Total Available Machine Hours (assume 8,500 Hrs. available per year per primary machine) .. _____ %
Net Sales/All Employees Man Hours ..... _____ $/man hr.
Net Sales/Total Employment Costs (Salaries, Wages, and Fringe Benefits) ..... _____ %
Net Sales/Production Worker Man Hours (Hourly-paid employees assigned to manufacturing) ..... _____ $/man hr.
Net Sales/Production Worker Employment Costs (Hourly-paid employees assigned to manufacturing) ..... _____ %
(Net Sales minus Cost of Materials)/lbs. processed ..... _____ $/lb.
Total Manufacturing Payroll/lbs. processed ..... _____ $/lb.

**To provide the plastics processing industry with some historical idea of sales growth at the processor level annually, please answer question 1.**

1. In 1984, what was your company's percentage change in net sales as compared to 1983? _____ % (plus or minus?)

2. Are the ratios as reported herein, based upon calendar year 1984 or closest fiscal year?
   - ☐ Calendar year 1984
   - ☐ Closest fiscal year ended _____ 19____
     MONTH

**For purposes of classification and more meaningful analysis, please complete each of the following questions—**

3. In 1984, what was the average number of employees (production, sales and administration) involved in plastics processing?
   _____ Employees

4. What was the percentage distribution of your 1984 sales by process type?

| | | | |
|---|---|---|---|
| Injection Molding | _____ % | Reaction Injection Molding (RIM) | _____ % |
| Blow Molding | _____ % | EPS Sheet Extrusion | _____ % |
| Foam Molding | _____ % | Finishing/Decorating | _____ % |
| Compression/Transfer | _____ % | Reinforced | _____ % |
| Rotomolding | _____ % | SMC Molding | _____ % |
| Extrusion | _____ % | Fabricating | _____ % |
| Thermoforming | _____ % | *Other | _____ % |
| | | Total 100 | % |

*Other (describe): _____

5. Approximately, what percentage of your 1984 sales were custom or proprietary—

| | | |
|---|---|---|
| Custom | _____ % | |
| Proprietary | _____ % | |
| Total | 100 | % |

6. In 1984, what was the percentage distribution of your sales according to end-use application?

**END USE**

| | | | |
|---|---|---|---|
| Appliances | _____ % | Medical | _____ % |
| Construction (excl. pipe/fittings) | _____ % | Packaging | _____ % |
| Pipe and Fittings | _____ % | Toys | _____ % |
| Siding | _____ % | Transportation | _____ % |
| Electronics | _____ % | *Other | _____ % |
| Furniture | _____ % | Total 100 | % |
| Housewares | _____ % | | |

*Other (describe): _____

7. In 1984, what were your plastics sales? (This information will only be used to determine how best to group similar size companies.)

| | | |
|---|---|---|
| ☐ Under $1,000,000 | ☐ $15,000,000 to $19,999,999 | ☐ $35,000,000 to $39,999,999 |
| ☐ $1,000,000 to $4,999,999 | ☐ $20,000,000 to $24,999,999 | ☐ $40,000,000 to $44,999,999 |
| ☐ $5,000,000 to $9,999,999 | ☐ $25,000,000 to $29,999,999 | ☐ $45,000,000 to $49,999,999 |
| ☐ $10,000,000 to $14,000,000 | ☐ $30,000,000 to $34,999,999 | ☐ $50,000,000 and over |

8. If you are a molder of SMC, please check here ☐.

9. If you are a custom sheet extruder, please check here ☐.

10. If you are a thermoformer, please check here ☐.

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